

JANUARY 20, 1951

LEATHER *and* SHOES

The International Shoe and Leather Weekly

for leather processing that's easy on the pocketbook

A line drawing of a hand holding a piece of leather, with a crocodile's head visible in the lower right corner. The leather is being held over the crocodile's head, suggesting a process of tanning or conditioning.

CUTRILIN® BATE

CUTRILIN bates are pancreatic bates—the kind that experienced tanners have used for over twenty years. They remove undesirable portions of the hides or skins and condition them for tanning. Their action and effectiveness is backed by Cyanamid's experienced and efficient technical service. Contact our technical staff for a demonstration.

AMERICAN *Cyanamid* COMPANY

INDUSTRIAL CHEMICALS DIVISION
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In Canada: North American Cyanamid Limited, Toronto and Montreal

Manufacturers of CUTRILIN® Bate, TANAK® Synthetic Tanning Materials, BETASOL® Wetting Agents, and sole distributors of TWECOTAN® Tanning Extracts, manufactured by Taylor White Extracting Company.



Two-tone harmony for Spring

... that's why Gallun's Cretan
Calf is the leather
that sells your shoes

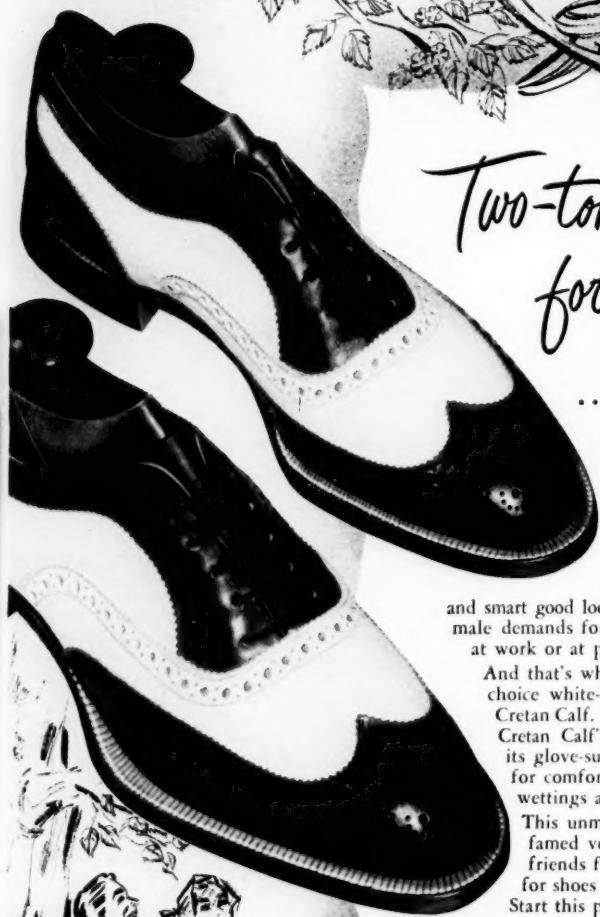
Here's a winning combination. Smart dressers favor it for those seasons when old Sol's turning on the heat. Solid comfort, and smart good looks — that's what the discerning male demands for his spring and summer rounds, at work or at play.

And that's what you offer in smart two-tones, choice white-buck trimmed with Gallun's fine Cretan Calf. Men go for the rich, deep colors of Cretan Calf's lustrous, unglazed finish. And its glove-supple softness strictly fills the bill for comfort — stays soft despite repeated wettings and dryings.

This unmatched double-appeal of Gallun's famed vegetable tannages wins lasting friends for you. They return again and again for shoes they can depend on in every way.

Start this profitable cycle by checking the Gallun numbers in your orders to leading manufacturers . . . A. F. Gallun & Sons Corporation, Tanners, Milwaukee, Wisconsin

T-76



Cretan Calf

smooth, but not glazed

ONE OF THE FAMOUS GALLUN VEGETABLE TANNAGES

Normandie Calf
hand-boarded, glazed



Norwegian Calf
hand-boarded grain



LEATHER and SHOES

ESTABLISHED 1890

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SETTLE NEW YORK SHOE WORKER STRIKE
BROCKTON SEEKS STATE SHOE PROBE
SHOE CHAIN SALES UP 3.2% FOR 1950
NAVY ANNOUNCES OXFORD AWARDS

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LETTERS TO

L&S

This column invites the opinions
of all L&S readers.

Confusion Galore

... for week-to-week accuracy in reporting what goes on in the hide and leather markets, I have to compliment your paper. I must confess that the confusion galore which rules these markets today would have me up to my neck in fog if it weren't for your comprehensive reporting... an objective, complete job.

LOUIS KAPLAN

New York

For Which—Thanks

I have followed with a great deal of interest your editorials and the material in your magazine, and feel that you have done an excellent job.

Unfortunately, like most people, we don't get time to write complimentary letters, and as often as not, don't even write when we feel we have justification for a complaint. From an overall standpoint, however, I have agreed with you 100 percent as far as I can remember, and can assure you that if I felt you were taking a position detrimental to the industry I would be glad to give you my views. LEATHER AND SHOES has done, and is doing, a good job.

HENRY W. LAMBRECHT

President
Dixon-Bartlett Co.
Baltimore

All Talk—No Action

U. S. Commerce Secretary Charles Sawyer stated, according to the story in your last week's issue, that "business and labor must curb wages and prices." That typifies the government—all talk, no action. We've seen that voluntary controls have fizzled. But the Administration pundits go on preaching and prattling about what business and labor *should* do. In a crisis such as we're now facing, a responsible government is supposed to tell us what *will* be done. We've just got rid of a lame-duck Congress. Let's hope we're not getting a lame-brain one in its place.

MORRIS WOLNER

Boston

TRICKED INTO CONTROLS

Runaway hide prices stemming from government stupidity

THE government is playing blind-man's buff with itself, the public and, among many others, the shoe and leather industry. Its professed fight on inflation is a sham. Its feeble attempts to "regulate" inflation rather than firmly to control it have proved a farce. As a result, business and living costs will continue to rise, while the cost of defense spending by the government will be an almost unbearable weight. In short, the government has created a Frankenstein and is now frightened stiff by the sight of it.

One of the ugly offshoots of all this has been the runaway hide market. Hide prices, as the industry is grimly aware, have now broken all-time records, and the end is not yet in sight. Now, the motivating force behind these spiraling prices has not been costs alone. Demand has borne a large, if not majority, influence on these prices. Despite the high prices, tanners have been busy buying, building inventories of rawstock, while shoe manufacturers in turn have been buying and building inventories of leather. There is, of course, no accurate record of how much higher these inventories are in comparison to the same period of, say, a year ago. It is generally known that the inventories are substantially higher now.

Demand Vs. Consumption

Yet, in the final analysis there is only one factor that justifies demand: consumption of the end products—in this case, footwear, which consumes about 87 percent of all leather produced. But footwear sales have not been in any way extraordinary. Retail sales have held to fairly normal levels.

What justification, then, for the greatly increased demand for rawstock and leather and the consequent high prices? There is no economically sound justification.

But stupidity often leads to evil.

L and S Editorial

Reprints available at nominal costs:
Up to 100, 10c each; 200-500, 5c each;
1000-3000, 2½c each; 5000 or over,
1½c each.

For weeks the government has been blowing hot and cold about price controls and allocations of various materials and products. Military procurement plans concerning leather and footwear have likewise blown hot and cold. As a result, the shoe and leather industry, trying to shift in counter-balance with every wind emanating from Washington, has found itself in a state of confusion.

Tanners and shoe manufacturers, temporarily anticipating government allocations on rawstock and leather, have tried to build inventories, thus creating a "false" sense of demand and forcing up prices on an economically unsound basis—unsound because public consumption of finished goods is not there to the same degree. Also, by building purchases now it is possible that a plant might receive a higher allocation allowance when controls come in later.

As another example, when the President asked for voluntary price controls based on December 1 levels, the big packers for several weeks later held back their hides, waiting to see just what would happen. Many of the tanners, during this temporary stoppage of supplies, went to the small packers and asked them to sell their rawstock. The small packers sold. The big packers, waiting for some further price clarification to come out of Washington—a wait that proved to be in vain—finally followed suit and opened up sales.

It boils down to this. If the government is going to talk controls then let it impose controls swiftly in the wake of its public utterances about controls. But to merely chatter about controls, implying or promising or

threatening that these will be imposed, but at the same time being wholly vague about how or when, results in abject confusion and price-foolish markets.

If, on the other hand, there had been no loose government talk about controls, the market might well have adjusted itself. There would have been no incentive for scarce buying with consequent pushing up of prices on the basis of unwarranted demand. Certainly hide prices would never have reached current levels.

In short, the government has, by its grossly inept policies during this crisis, created the very inflation and confusion it professes to oppose and detest. This stupidity will cost the public plenty—in higher prices for footwear and other leather products, along with all other goods.

First Hides, Then All

We now find the Tanners' Council, the National Shoe Mfrs. Assn., the New England Shoe & Leather Assn., and other industry organizations urging price controls on hides. To believe that price controls will or can be imposed on hides without inevitable controls to follow on leather and footwear is naive. This is certain to happen in the wake of price controls on hides and skins.

Thus we find our industry virtually tricked into eventual across-the-board controls on its products simply because an inept government policy of loose talk mumbo-jumboed the industry into a policy of scare buying, false demand and consequent unsound and unwarranted pricing. It is easy enough to justify price on the basis of cost—thereby justifying high hide, leather and shoe prices. But way back at the root, where the cost of a hide is established, we find no real justification for high cost. We find the only cause to be inflation. And much of the cause of this to be numb-brained government action that has blown economic sanity to hell.

Winguard 400

A NEW SAFETY TOE ARCHITECTURE

WINGUARD 400 is the first of three new steel toe styles planned for release in 1950 and 1951, all having crescent-shaped lateral edges which stanchion the toe against rearward inclination under vertical impact. WINGUARD'S unique rear edge develops triangular wing-like buttresses along the sole line which remain in supporting position behind the central back edge area of the toe dome no matter how exaggerated shoe toe spring becomes in the course of wear.

400 is a dress type streamlined in profile to meet the demand for smart oxford styling without sacrifice of essential toe protection. WINGUARDS are SAFER in all shoes where toe safety is the first consideration. Write for descriptive bulletin.

WINGUARDS
are patented.

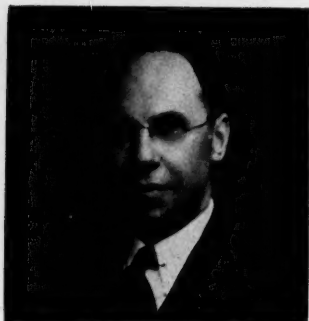


SAFETY BOX TOE COMPANY

812 STATLER BUILDING, BOSTON 16, MASSACHUSETTS

SALES AGENTS:

UNITED STATES: BECKWITH MANUFACTURING COMPANY, DOVER, NEW HAMPSHIRE
CANADA: BECKWITH BOX TOE, LIMITED, SHERBROOKE, QUEBEC



Roland Haviland has spent 37 years in shoe business—all with the Stetson Shoe Co., manufacturers of men's and women's fine footwear. He started at the bench, worked up through practically every department at Stetson—in advertising, selling (domestic and export), with particular emphasis on sales promotion of both men's and women's lines. Before the war he was president of the Old Colony Advertising Club in Brockton, the members of which consisted of representatives of shoe manufacturing and allied trades firms. Mr. Haviland has for many years been a keen student of merchandising and sales promotion methods used by shoe manufacturers. Here is the first of two articles in which he expresses some of his findings and methods that have proved successful.

Part I

MERCHANDISING AT THE FACTORY LEVEL

Good shoe merchandising is coordination of many components

by

Roland Haviland

Sales Promotion Manager
Stetson Shoe Company

THE average shoe retailer today looks beyond the product itself. He is looking for something that will help him sell the shoes he buys from you, quickly and at a profit. What he is looking for can best be called "Merchandising," a broad all-covering subject that is often missing in the thinking and planning of shoe manufacturers.

Merchandising at the manufacturing level is frequently apathetic. A shoe man who might be a whiz at styling, shoemaking and even selling, can be and often is woefully weak when it comes to merchandising.

This vital subject must be subdivided into parts to emphasize the importance of each phase and its relation to the subject as a whole and to each other.

The most commonly known phase of merchandising is General Advertising. This item may not be of much interest to makers of unbranded shoes but is definitely a must for he who sells shoes under his own trademark.

Advertising covers all sorts of media such as national magazines, newspapers, direct by mail, radio, T-V, windows, and trade papers. The manufacturer who carries on a national magazine program for the benefit of his customers and lets his efforts stop with the publication of the ads is wasting his money. He's like the man who orders a full course dinner, eats the soup only, and pays for the whole meal. He gets up from the table hungry and unsatisfied, yet he has probably had enough to keep alive. So it goes with the advertiser who drops his advertising with its appearance in the magazine. The true merchandiser will go all the way through and spare no effort to get every cent's worth from his national ads.

An example. You schedule an ad in any one or more of the big magazines. This ad is carefully planned because of the high cost of white space. The copy is written by an expert. The art work is done by a skilled artist. First class engravings

are made. The ad runs in the magazine and is promptly forgotten by the advertiser, and in most cases the retailer too. Result? Everybody is hungry. Of course some business is bound to come in. But the alert shoe manufacturer uses the ad as a springboard from which he takes off on an intensive merchandising plan. He sets the wheels in motion to advise his customers of his advertising plans. As soon as the plates are ready proofs are run off which he sends to his customers about a month or more before the ad which will appear to the public. He has already given his salesmen advance proofs and schedule of insertions. He will write a personal letter to his customers that goes along with the proof, in which letter he urges them to check their stocks of the shoe being featured and telling them to send in their orders so his stock will be in good condition at the time the ad is published.

Most national magazines have what they call a "Merchandising Program" which includes items that are designed to help the advertiser stimulate interest in the ad. Among these are "As seen in . . ."; window cards bearing a copy of the ad; tags to be tied to the shoes at the factory; and mailing folders showing a reproduction of the ad. These all are helpful, often may be obtained at little cost.

One of the most powerful helps the magazines offer, however, is the personal letter from the publisher to the retailer, in which he calls attention to the ad and sends along a complete copy of the magazine in which the ad appears. This not only brings the ad to the attention of your customer, but also assures that he actually sees the ad in the magazine.

The window cards bearing a proof of the ad are always a powerful selling force when displayed in the retailer's window at the time the magazine hits the newsstands.

Part of the national program is making a local newspaper ad from the national copy. This helps the prestige of the retailer by letting his local customers know that he carries a line of national importance. It ties up the local store with the nationally known brand. Mats of the ads should be distributed far in advance of the appearance of the magazine ad to allow the retailer to plan his own advertising schedule so as to be sure the newspaper ad runs at the right time to tie in with the national effort. Reprints of the national ad should be made available to the retailer for store use, either in his statements, packages or as an individual mailing piece.

If you are thinking of the cost (and who isn't?), these extra items are extremely inexpensive, and the extra business derived from them will more than compensate for the little added expenditure.

Local Advertising

A strong local advertising campaign over the signature of the retailer is a major item in all merchandising. Manufacturers should pay more attention to this detail. Too many brush it off as of little importance for they feel that the retailer won't spend his own money to advertise brands other than his own. This may be true in a few isolated instances, but if your merchandising program is strong enough to convince the retailer that he can make money on your shoes, then you'll find him ready and anxious to run every ad he can on your line.

In the October 21 issue of **LEATHER AND SHOES** we published an article by Philip Bayes, head of Solby-Bayes Shoe Store, Boston. Based on 35 years of retailing experience, Mr. Bayes presented many concrete suggestions of what shoe manufacturers might do to improve their dealer relations and help sales.

In reply to numerous requests we are now publishing an article on merchandising methods, but approaching it from the factory rather than the retail level. This should give a detailed two-sided picture which can give shoe manufacturers a clearer insight in handling common daily problems of merchandising and dealer relations.

A carefully prepared series of ads of various sizes, individual shoe cuts of the best selling styles, trademarks, logotypes, ad headings and copy suggestions will bring thousands of additional lines of advertising to the live manufacturer, often at very little cost.

Among the few manufacturers who supply this material at present there is a difference of opinion on the method of distribution. One sends a complete supply of everything he has to all of his customers without waiting for a request; the other asks the retailer to order cuts and ads as he needs them. Whether you are an advocate of plan one or two is unimportant here. Maybe a compromise between the two would be best; that is, to send each customer mats of shoes and ads on the styles he buys. However, the important thing is to make it easy for your customer to advertise your line. That's the crux of the whole matter. Put your newspaper cuts where he can get at them readily.

Many shoe retailers are firm believers in the power of direct mail and therefore it should have a place in the merchandising plan of every shoe manufacturer. Direct mail can consist of a single folder in one color, or an elaborate style booklet done in four colors. The type of direct mail piece is best determined by the advertising department of the manufacturer after thorough study of the requirements of the retailers, and, of course, the advertising budget. The important point is that you definitely need direct mail today.

Many times the national ads can form the basis for an attractive direct mail piece. This is highly rec-

ommended by advertising experts for several reasons: (1) The national ad is prepared by experts and is a powerful selling effort; (2) art work and plates used in the ad may be adapted to a mailing piece at a low cost; (3) use of this already prepared material speeds up the production so that little time is lost in lengthy preparation.

This suggestion is not to be interpreted as taking the place of the reprints mentioned above, nor will the reprints take the place of a prepared piece like this one; both can and should be used. Various methods of distribution may be employed, but the most effective is the direct mailing of the folder or booklet to the home, preferably enclosed in an envelope.

Radio And Television

More and more retailers are using radio both with regular programs and one-minute spots. The manufacturer is rarely asked to share the cost of the time, but he should prepare short scripts about his product which the retailer can use. In this way the information passed out by air will be authentic and technically correct, which, incidentally, is of tremendous importance. Some people have a pretty wild conception of shoes and shoemaking, this can be corrected by intelligent publicity.

What shall we in the shoe business do about this television? My advice is to take advantage of the novelty, interest and curiosity of the listening and viewing public right now. There is definite room for a good TV program featuring shoes, and the manufacturer who has the courage and initiative (as well as the money) to break into TV with an evening program, or sporting event, will not only help himself, but the whole industry; which brings up the thought that if an industry ever needed public understanding and appreciation it is our own shoe business.

Taking them as a whole, retail shoe windows are pretty bad. You'll see a lot of shoes crowded into a small, poorly lighted space in an amazing percentage of the stores you look at. Shoe manufacturers as a rule do not have much control over the way their merchandise is displayed. In fact, they have little control over the selling efforts of their retailers in general. Some manufacturers, however, are doing something about it, and more should. Some prepare complete window display units which they offer to the retailers at a low cost. Backgrounds and fixtures are included in these units, with a floor

plan showing how the display should be set up. Many merchants do not have the facilities for making their own. They have to buy them somewhere, and it might as well be from you.

Well designed and colorful window cards and signs go a long way toward getting your product in the window where the public can see it. The use of neon and other lighted signs is recommended. Concerns that sell department stores have a little different problem when it comes to windows. Most department stores maintain their own display departments and work on a system of rotation among the hundreds of different departments or products. Because of this the shoe buyer is in constant competition with every other item in the store and has to do continual battle to get his share. Here is where the value of your line to the buyer enters the picture again. If it is important enough in his department you'll get a good share of his infrequent displays. Only a consistent hard hitting merchandise program will do this for you.

Your salesmen are your representatives to the trade. When a retail shoe buyer is talking to one of them he feels he is talking to you. Therefore, your salesmen cannot be chosen

too carefully. They represent YOU.

One of the most abused and, unfortunately in some cases, the most overlooked phase of the whole setup is Customer Relations; or if you prefer, Good Will.

When a customer takes the time and trouble to write you a letter he expects and deserves as much attention as he would get if he were sitting in your office. Correspondence, letter writing that is, represents the greatest part of your dealings with the customer and therefore it occupies an important place in your merchandising. A poorly written letter can set you back years in your customer's estimation. Too much cannot be said about this important subject. All of us in our years of experience in letter writing have seen the King's English murdered a dozen times in a short note. So what do we do about it? Pass it over lightly or get busy?

We think this is important enough to see to it that everyone who writes letters is fully acquainted with the general policies of the company and those of his own department particularly. The correspondent should try to answer questions and give information in the same way he would if he were talking to the customer. If he keeps this in mind when dictating, you and he will be amazed at the

intelligent informative letters he'll write. All this is elementary and is taught in all business schools. But too often in actual practice it is so easy to drift into the old clichés like "Yours of the 15th inst. received"; "We beg to advise you," and a thousand and one more stilted phrases that were in vogue when your grandfather wrote, "I take my pen in hand to write . . ."

We once knew a successful shoe manufacturer who, when he first started in business, made a practice the first thing every morning to read the carbons of every letter written by his staff the day before. Think about this for a minute, and you'll realize that this not only gave him a chance to be sure the letters were well written and factual, but it also brought him up to date on his business as a whole. Of course in large plants where hundreds of letters are written every day such a chore is impossible for the top executive, but it is not impossible for a responsible person in each department to be developed into a letter viewer or appraiser. It is imperative that such a person be one who knows a well written letter when he sees it.

(NOTE: The second and concluding part of this article will appear in next week's issue, Jan. 27.)

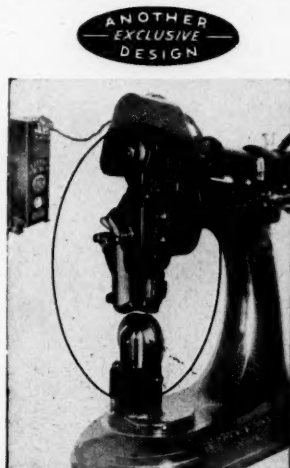
Opportunity in an Oval . . .

There are a variety of Boston Power Seam Rubbing Machines, the most versatile being the Model CR. Both the outsides and the linings may be rubbed on this machine. It actually rubs the seams and produces work comparable with the best hand rubbing.

The average operator can rub 400 to 500 dozen pair per day. Even an inexperienced girl can produce good work rapidly.

These machines can rub the lightest synthetic lining stock or the heaviest leather, and the electric control equipment makes it possible to use the heat best suited to the material being rubbed. It is a lightweight machine and requires a bench space of only twenty inches.

This machine is a "must" for combat boots.



BOSTON POWER SEAM RUBBER, MODEL CR

BOSTON MACHINE WORKS CO.

LYNN MASS. U.S.A. C.

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Cincinnati, Ohio

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Milwaukee, Wis.

Kitchener, Ont.
St. Louis, Mo.

Toms River, N. J.
Los Angeles, Cal.

What goes on in the Market Place?



Who's buying what and how much are they paying for it?

When shoe and leather executives have the answer to that question they have information which enables them to proceed intelligently with their buying plans—the key to production, the key to profits. What goes on in the market place is of vital importance to the progress of the entire industry.

You know what goes on in the shoe and leather marts of the world when you read LEATHER AND SHOES each week because LEATHER AND SHOES covers the market news as it covers all news—accurately and on time. Many shoe and leather executives say that LEATHER AND SHOES' market coverage alone is worth many times the

cost of the year's subscription.

Yet LEATHER AND SHOES not only brings you the accurate and timely picture of the market, it also brings you feature articles on all phases of management, production, research, and merchandising; it brings you design and style information; it brings you the news of the entire industry, plus the most thought-provoking, progress-pointing editorials in the field.

No wonder shoe and leather executives totaling 12,000 each week say LEATHER AND SHOES is the top paper, the only paper that does the complete job of keeping them informed.

LEATHER *and* SHOES

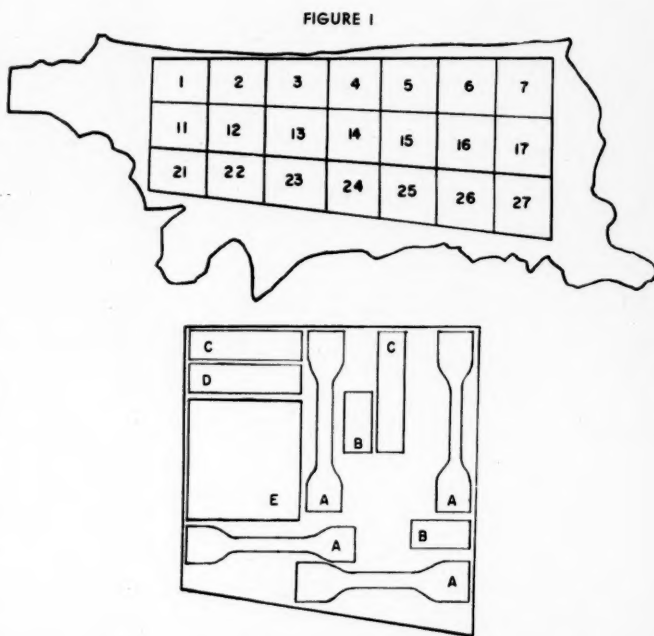
SAMPLING OF SHOE UPPER LEATHER

Government tests will greatly aid shoe and leather manufacturers

SCIENTISTS of the National Bureau of Standards have developed basic information on shoe upper leather which promises to eliminate laborious and wasteful testing of individual hides. The results make it possible for manufacturers and purchasers of leather for shoes to draw up a variety of sampling procedures designed to suit any predetermined set of conditions under which the leather may be selected. This project was inaugurated by the Bureau at the request of the Office of the Quartermaster General as part of a program aimed at supplying better footwear for the Army.

The purpose of the Bureau's study was to determine the number of hides which must be taken from a "lot" of leather in order to obtain a representative sample and to discover how many specimens should be taken for test from each side of leather. Material for the investigation consisted of 30 sides of chrome-tanned leather, of medium chrome and grease contents, split to 5-1/2 ounce weight. From each side 21 blocks were cut out so that corresponding locations on all the selected sides might be compared. The physical and chemical tests chosen for the study were those generally applicable to shoe upper leather—i. e., tensile strength, elongation, stitch-tearing strength, tongue-tearing strength, bursting strength, density, water penetration, water-vapor permeability, chromic oxide, hide substance, and grease. For full strength tests, in which a directional effect was expected, specimens were cut in two directions, parallel and perpendicular to the backbone.

One of the first important results was the discovery that physical and chemical properties vary more widely between different locations on the same side than between correspond-



Thirty sides of chrome-tanned leather were used to determine the best and most economical methods of sampling lots of shoe upper leather. Each side was divided into 21 blocks (above), from which specimens were cut (as shown below) for study of physical and chemical properties. Specimens of different shapes were subjected to tests of tensile strength and stretch (A); stitch tear (B); tongue tear (C); density (D); and bursting strength, water-vapor permeability, and resistance to water penetration (E). For tests in which a directional effect was expected, the specimens were cut in two directions, parallel and perpendicular to the backbone.

ing locations on different sides. Though this fact had previously been established for heavy leather by workers at the Bureau, the present work is the first demonstration of its applicability to upper leather.

Since, in production, all of the 21 locations on each side can not be

tested, as they were in the Bureau's investigation, the importance of determining the best testing locations cannot be overemphasized. It is clear that a location should be selected whose properties reflect most adequately those of the entire side. This

(Concluded on Page 38)



WON'T STAIN LIGHT UPPERS

You'll have fewer rejects in your summer lines when you fill bottoms with Armstrong's Cold Bottom Filler. This filler causes no damage when accidentally dropped on a light upper. It will brush right off without leaving a mark. Cold filler is safe with crepe soles, too, because it won't soften or discolor the crepe.

Armstrong's Cold Filler is made of clean cork particles and a stainproof binder that contains no petroleum products. It simplifies production in many ways. It comes ready to use . . .

right out of the can, if you like, since no heating is necessary. Even inexperienced workers can do a good job with this smooth-spreading filler.

It sticks tight and sets up into a firm bottom that is non-thermoplastic. It won't creep or bunch under heat and foot pressure.

Try this cold filler in your plant. Get a trial pail through your Armstrong representative or write to Armstrong Cork Company, Shoe Products Dept., 8801 Arch St., Lancaster, Pennsylvania.



STAYS FLEXIBLE. Bottoms filled with Armstrong's Cold Bottom Filler stay flexible and resilient for the life of the shoe because cold filler is made of top-quality cork particles and a non-hardening binder that will not dry out, crack, or crumble.

ARMSTRONG'S COLD BOTTOM FILLER

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VEGETABLE TANNING EXTRACTS FROM WASTE SULPHITE LIQUORS

Source and processing of the "spruce family" of tanning extracts

by

Frederic L. Hilbert

DURING the last decade of the past century, there appeared on the market vegetable tanning extracts purported to have been made from the waste liquors of paper mills using the sulphite process for the production of chemical or lignin-free paper pulp. At first, both in Europe and America, such tanning extracts were known by the misnomer "sulphite cellulose" extracts; and, as might be expected, were looked upon as being of little or no value except as fillers, but more often as adulterants of, so-called legitimate vegetable tanning extracts.

Later on, there appeared on the American tanning materials market a product bearing the trade-name "Spruce" extract. This was nearly 50 years ago, and invariably when a tanner refers to sulphite-cellulose extracts he has in mind "Spruce." During recent years, other extracts of a similar nature have made their appearance under various trade names.

Wilson states, in "The Chemistry of Leather Manufacture," "Much attention has been paid recently to the effect of adding organic compounds containing sulphonic groups to vegetable tan liquors upon the rate of penetration of the tan liquor into the hide. Among the commonly used materials may be mentioned the ligno-sulphonic acids obtained from the so-called sulphite cellulose, a by-product in the manufacture of paper from wood pulp."

In his later book, "Modern Practice in Leather Manufacture" (1941), he refers to the tanning material made from the waste liquors of the sulphite process as spruce, in much the same manner as he does for oak, hemlock, quebracho, etc.

Throughout these present articles, the author may often use the terms

sulphite cellulose, spruce, and ligno-sulphonate extracts interchangeably, and in all cases they refer to the same general type of tanning extract.

McLaughlin and Theis in their "The Chemistry of Leather Manufacture" (1945) do not use the term sulphite-cellulose, but make only one reference to "Spruce (by-product of paper mills)" in connection with the following table:

Sources Of Tannin

Source	Percentage of Total
Quebracho wood	44.2
Mangrove bark (cutch) . . .	5.4
Myrobalans	4.6
Wattle bark	3.8
Valonia	3.6
Eambier	1.0
Sumac	0.9
Chestnut wood	30.8
Spruce (by-product of paper mills)	3.0
Oak bark	1.7
Hemlock bark	1.0
	100.0

"Spruce" is not a by-product of paper mills in general, but only a by-product of paper mills using the sulphite process for making paper pulp.

Composition Of Wood

The basic or principal substance of nearly all varieties of wood is cellulose, which usually constitutes over one-half of its weight. The cellulose of wood is not present in the pure or free state, but in combination with another substance of an even more complex nature known as lignin. Together, they form what is known as ligno-cellulose. As might be expected,

in addition to ligno-cellulose there are present in wood other substances chiefly carbohydrates of a sugarlike nature, of which wood gum is the principal representative, as well as tannin, coloring matter, and mineral and organic compounds.

There appears to be more than one kind of lignification or wood formation, and that the ligno-cellulose found in the conifers is different from that found in the broadleaf woods in various physical properties, such as hardness and density, and in chemical properties, such as the difference in the ratio of the amounts of cellulose and lignin.

From a chemical standpoint all woods cannot be considered to be the same. There are several interesting differences between pine (soft) and birch (hard) woods, which are typical representatives of the conifer and broadleaf woods, respectively. The proximate analyses contained in the following table should be of interest:

Comparative Analyses Of Wood (Dry basis)

	Pine	Birch
Cellulose	60.54	64.16
Lignin	26.35	19.56
Pentosan	13.25	17.91

The empirical formula of cellulose is $(C_6H_{10}O_5)_n$, while that of lignin is $(C_{40}H_{42}O_{11})_n$.

The empirical formula of cellulose indicates that it is a carbohydrate or an organic substance in which the hydrogen and oxygen are present in the ratio of that in water. On the other hand, the constitution of lignin is not known with any degree of certainty. However, it appears to have double

(Continued on Page 35)



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Look for sweeping price and wage freezes on all basic commodities and other "essentials" before end of month! Jan. 27-28 week-end is time to mark on calendar. Report from Washington indicates official sources have decided to take the long-delayed step on or around this date. Rollback date appears set for January 1.

Quick controls—prices and allocations—on hides and skins at least due as result of meeting in Washington Jan. 16 between ESA officials and representative packers and hide and skin dealer-brokers. ESA did not say so officially at meeting but Government officials revealed this after meeting.

Big question is—when. One ESA official said "almost immediately." Hide and skin "Task Force" to be consulted within next few days on details of new controls schedule. Government still woefully confused on exactly what is needed, is calling special meetings with industry representatives not as warning but to find out what to do.

Still no concrete program ready. Even if there were, ESA is not yet ready to enforce controls, must depend upon industry to carry out its orders until controls personnel are hired and on the job. However, ESA officials hope recent conferences plus recommendations of industry task forces and various consultants will provide enough concrete basis for action. Once controls are in effect, Government hopes to work out kinks gradually.

Price rollback in order, first on hides and skins. When mandatory controls are set, ESA will order packers to roll back prices to some preconceived level, possibly Dec. 1. No reparations made to dealers and tanners who have bought rawstock at higher levels. Tanners may be warned, however, that all purchases made at higher price levels will be counted against their allocations under controls.

Packers still strongly opposed to controls, point out accompanying evils such as black market, etc., prevalent during World War II. Most feel allocations set up to create surplus of demand over supply will do the job. One even went so far as to ask for hide and skin allocations with controls on shoes and other end-products only—an example of how various segments of the industry are indulging in "pass the buck" pastime.

Most concrete suggestions to date offered by Paul Simons, president of Boston Hide and Skin

Brokers' Association. Simons told ESA officials "realistic approach" to industry's problems badly needed, offered 4-Point program for imposition of controls. Basis of program was hide and skin price freeze and allocations by Feb. 15 with rollback to earlier level, followed by 30-day lag and price controls on leather and shoes.

ESA fully realizes almost immediate action imperative if disastrous effects are to be prevented from reaching retail shoe levels. Shoe manufacturers champing at the bit already, paving path to new increases. Rawstock and leather price increases of past two weeks must be translated into shoes very soon—unless Government steps in first, orders rollback-freeze.

Nation's capital and other large cities report heavy run on women's black oxfords. This is due to recent rush to join armed services, particularly the Waves. Civilian women complaining that women now being recalled by hundreds into military service are causing run on civilian oxfords.

Labor unions capitalizing on third-quarter 1950 profit returns reported by many industries, including leather, which about doubled returns over preceding quarter. Unless wage freeze is binding, these figures will play big role in 1951 wage discussions.

As "proof" that most industries can stand higher taxes, President cited among others recent profits of leather and leather products industry in his economic report to Congress. "Blue Book" contains report on these profit figures made to President and Congress by President's Council of Economic Advisers.

Profits for this industry in cents per dollar of sales were given as 2.5 in first quarter 1950, 2.7 in second, and 4.3 in third quarter, after federal taxes. Percentage ratio of profits (annual rate) to stockholders' equity after federal taxes reported as 6.4 in first quarter, 7.2 in second and 14.8 in third quarter.

French shoe factory owner in Antun, France, recently quoted by ECA as saying his six-week study of American shoe factories enabled him to increase shoe output from 400 to 600 pairs daily with workers earning 20% more pay. Some 16 other French shoe manufacturers who made tour report production boosted by 50 percent or more.

SEE EARLY HIDE PRICE CONTROLS

ACTION PROMISED BEFORE END OF MONTH

Prices May Be Rolled Back To Jan. 1

Price and allocation controls on hides and skins, forecast at a meeting in Washington Jan. 16 between Economic Stabilization Agency officials and representative packers and hide and skin brokers, loomed threateningly late this week as reliable Government sources predicted announcement of mandatory price and wage freezes within a few days.

While industry leaders were still digesting results of the meeting with ESA, the nation's capital buzzed with word that almost all essential commodities would be frozen, probably within the next week. Charles E. Wilson, Director of Defense Mobilization, was expected to order a rollback of all prices to Jan. 1 levels.

ESA official Edward F. Phelps told packers and hide and skin dealers-brokers attending the meeting that he was much alarmed by the "critical situation" brought on by soaring hide prices. Phelps cited messages received from the National Shoe Manufacturers Association, the Tanners' Council, the New England Shoe and Leather Association, and the Boston Hide and Skin Brokers Association, and various firms urging immediate hide and skin price controls.

The Shoe Manufacturers Association wired that "hide prices have increased approximately 15 percent during the past 10 days and types... frozen at 15 cents in 1941 are now selling for 42 cents per pound. These same types were 22½ cents at this time last year.

"The continued unwarranted advance is making necessary almost daily increases in the prices of leather and shoes."

Packers Oppose Curbs

Packers continued their opposition to mandatory price controls, citing many of the accompanying evils. They offered a plan for allocations to tanners which would help raise supply over demand, thereby holding

prices in rein. One packer went so far as to recommend price controls on shoes and other end-products only, but received no support.

All agreed that continuation of the inflationary spiral would cause immense damage both to the hide and skin, leather and shoe industry at all levels and to the Government's own leather and shoe procurement program. They pointed out that rawstock demand by tanners resulted largely from anticipation of huge military shoe orders.

Packers indicated that if hide controls were imposed, they should be accompanied by sweeping across-the-board controls "from the cow on the range right down through the shoe on the retail shelf."

Gay, Howard Investigate

The ESA assigned two of its newest staff members to investigate the situation further. They are Sherwood B. Gay, former OPA consultant, Blanchard Bro. & Lane, Newark, and Bion B. Howard, Northwestern University economist.

Dealer-brokers headed by Paul Simons of Simons Hide and Skin Corp., Boston, and president of the Boston Hide and Skin Brokers Association, recommended price controls at all industry levels. Simons offered a 4-Point program calling for hide and skin controls by Feb. 15, a 30-day lag until leather and shoe controls and warning to tanners that rawstock bought at high prices would be charged against controlled allocations. He asked for a price rollback to Dec. 1 levels.

Simons urged that dealers and brokers be given a place on the new schedule, allowing them to make a normal profit rather than be frozen out entirely. He offered the help of his association in working out new controls schedules and delivery standards.

Also present at the meeting were Thomas F. Gibbons, Cudahy Packing Co., Chicago; Ray Paul, Rath Packing Co., Waterloo, Iowa; Maurice N. Witt, Swift & Co., Chicago; Walter A. Stern, H. Elkan & Co., Chicago; William J. Deevy, Jr., Schmoll Fils and Deevy, New York; Paul Bissenger, Bissenger & Co., San Francisco; Carl A. Weeks, Benjamin Wishner Co., Milwaukee; Mortimer I. Kahn, S. Sternberg & Co., Asheville; and Harold E. Abbott, Consolidated Rendering Co., Boston.

CALL COMPO OFFICERS TO UNITED SHOE TRIAL

Rival Executives Testify On Feb. 13

Three top officers of Compo Shoe Machinery Corp., Boston, were subpoenaed this week by Federal Judge Charles E. Wyzanski, Jr., to appear as witnesses Feb. 13 at trial of the Justice Department's anti-trust suit against United Shoe Machinery Corp.

Hamilton Pell, chairman of the board, Paul H. Mason, president and general manager, and William Solar, vice president, were summonsed to testify on details of company operations. Judge Wyzanski told United Shoe and Government attorneys that he hopes to use their testimony as a possible standard of comparison between operating methods of USMC and Compo.

Compo officials will be questioned on earnings, leaseings and sales terms as well as research programs and patent protection policies.

Early in the week, hearings were recessed until Monday, Jan. 22, after Government attorneys completed cross-examination of Clifford Roberts, director of United's research division.

Roberts revealed that United officials had not introduced the inverted pull-over machine, used for years in British shoe factories, into U. S. plants for various reasons. Among these, he said, was the tendency of the machine to discharge tacks directly into the machine when a cycle on a shoe was not completed.

Under questioning by Government Atty. James M. Malloy, he admitted that the machines have been improved so that an operator can reverse the cycle in time and tacks will be discharged into a receptacle, without injury to the machine.

The USMC research head told of the company's part in the development of cement sole-attaching machines, first introduced into the U. S. from Germany by Compo. United brought out its first cement sole-attaching machine in 1929 and an improved model in 1932. The company also commercialized a solvent-applying machine for cement process shoes in 1930, and then brought out improved models in both 1932 and 1935.

SHOE CHAIN SALES UP 3.2% FOR 1950

Unit Volume Equal To 1949 "At Best"

Dollar sales of the six reporting shoe chains for Dec. showed an increase of 11.5 percent over Dec. 1949, bringing combined 1950 sales volume to a total of \$286,142,000 or 3.2 percent above the \$277,270,000 reported last year.

The dollar volume increase reported for both the month and 12-month period are a reflection of higher prices rather than any increase in unit sales. Actually, unit sales during 1950 were at best equal to 1949 and probably slightly lower, according to the Tanners' Council.

The Council adds that trade reports indicate a moderately increased unit volume sales in the 10 days previous to Jan. 11. Stores handling medium to high price lines appear to be doing a somewhat greater busi-

ness than lower price stores, perhaps a reflection of consumer preference for better quality at this time.

The Council also revised its estimate of 1950 shoe production from 486 to 489 million pairs. This revision was based on release of Census Bureau figures for Oct. 1950 placing output for the month at slightly over 44 million pairs. Council estimates had placed Oct. production at three million pairs less than this.

Following are comparative figures for dollar sales of the six leading shoe chains:

SHOE CHAIN SALES

(1,000)	Full Year	% Change
1950	1949	
\$70,887	\$71,864	- 1.4
73,783	74,156	- 0.5
34,087	32,199	+ 5.9
43,454	38,464	+13.0
22,496*	20,951*	+ 7.4
41,435	39,636	+ 4.5
\$286,142	\$277,142	+ 3.2

OCTOBER PRODUCTION FIGURES SHOW WIDESPREAD GAINS

Shoe and slipper output during Oct. 1950 totaled approximately 44 million pairs, a gain of 11 percent over the 40 million pairs produced in Oct. 1949, the Census Bureau of the Commerce Department reports. There was little change from the 43,920,000 pairs turned out in Sept. 1950.

Production of both men's and women's shoes showed substantial gains over Oct. last year. Men's shoe output totaled nine million pairs, equal to Sept. output and a gain of one million pairs over the eight million pairs produced in Oct. 1949. Women's shoes totaled 17.7 million pairs, six percent under the 18.8 mil-

lion pairs produced in Sept. 1950 but 14 percent more than the 15.5 million pairs turned out the previous Oct.

Largest gains were reported in children's shoes, up 28 percent, and infants' shoes, up 26 percent. Youths' and boys' shoes fell one percent, the only loss recorded among the various types outside of housewear slippers which fell three percent.

Oct. shipments, totaling 44 million pairs, were valued at \$159 million, an average value per pair shipped of \$3.60. In Sept. the average value was \$3.56 while it was \$3.43 in Oct. a year ago. Following are comparative production figures:

SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)			Percent change October 1950 compared with	
	September		October 1950	1949	
	October 1950	(revised) 1949		September 1950	October 1949
Shoes and slippers, total	44,050	43,928	39,677	—	+11
Shoes, sandals, and playshoes	36,703	37,355	32,258	- 2	+14
Men's	9,260	9,155	8,300	+ 1	+12
Youths' and boys'	1,607	1,689	1,627	- 5	- 1
Women's	17,692	18,810	15,495	- 6	+14
Misses'	2,620	2,575	2,328	+ 2	+13
Children's	2,305	2,232	1,835	+ 3	+26
Infants'	2,030	1,777	1,590	+14	+28
Babies'	1,189	1,117	1,083	+ 6	+10
Athletic	329	363	318	- 9	+ 3
Slippers for housewear	6,631	5,783	6,805	+15	- 3
Other footwear	387	427	296	- 9	+31

FLASH BULLETIN — WASHINGTON: A telephoned story from our L&S Washington correspondent at press time reports that the NPA has issued two defense orders limiting military leather production required of each tanner and designating use of deerskins and horsehide fronts for military purposes.

Defense Order M-28 issued to provide "the equitable distribution of defense orders on various types of leathers" provides that tanners are required to devote no more than the following specified percentages of their production to military orders (production figures are based on average output for the first ten months of 1950):

Calf (including whole kip) 20%; Goat & Kid-10%; Bag, Case, Strap & Harness-20%; Sheep & Lamb (excluding shearling) 15%; Shearlings 25%; Cabretta (other than shoe) 20%. Quotas on side leathers were expected momentarily.

Tanners are allowed a 30-day lead time for accepting defense rated orders.

Defense Order M-29, issued to "assure that military needs for combat type gloves are met" applies to tanners of horsehide fronts, tanners and dressers of deerskins and sellers and users of both. The order reserves for defense orders all the above type leathers which meet military specifications. All orders given prior to Jan. 18 are exempted.

Horsehide fronts include colt, mule, ass, donkey, pony hides and skins. Deerskins include elk and caribou.

J. P. SMITH SIGNS PACT

The J. P. Smith Shoe Co. of Chicago has signed a new agreement with the United Shoe Workers (CIO) calling for a 7-cent-per-hour increase up and down the line on both piece and time work. According to Henry Lipton, superintendent of the Smith company, the new contract becomes effective Jan. 15, 1951, and continues to Jan. 15, 1952. The old contract was to have expired July 15, 1951. The wage increase is the only change in the agreement.

NEW YORK SHOE WORKERS WIN 10c HIKE

6000 Workers End 12-Day Strike

Close to 6000 shoe workers employed in New York women's high style shoe factories voted this week to accept a 10 cents per hour cost-of-living wage increase and return to work after a 12-day strike.

The workers were members of Joint Council No. 13, United Shoe Workers of America, CIO, which earlier negotiated the wage terms with the New York Shoe Manufacturers' Board of Trade. The union had originally demanded a 15 cents hourly increase.

Under terms of the agreement, the present contract which runs until Nov. 15, 1951, will be amended to include new wage rates. Minimum wage for learners remains at 75-85¢ although the union had sought a \$1 minimum.

Manufacturers affected by the wage increase said it would add 20-40 cents to production costs. Others said it would delay Easter deliveries by two weeks.

The union is still seeking wage increases from both slipper and play-shoe and stitchdown shoe manufacturers in the area.

11 Bidders Awarded Big Navy Oxford Order

Eleven different bidders participated in awards made by the Navy Purchasing Office, NYC, on Invitation No. 7833 for a total of 782,808 pairs of Navy Oxfords, black and brown. The awards run as follows:

1-A; Black Oxfords, Mechanicsville, Pa.: Hanover Shoe Co.—120,000 pairs @ \$7.15 per pair (Net)—basis fob plant; Charles A. Eaton Co.—50,000 @ \$7.44 (Net)—delivered—Mechanicsburg; J. F. McElwain Co.—33,942 @ \$7.19 (Net)—basis fob plant; Quigley Shoe Corp.—20,000 @ \$7.51 (Net)—basis fob plant; E. J. Givren Shoe Co.—8,808 @ \$7.60 Less 1/9-1%—10 days-fob plant; Freeman Shoe Co.—80,000 @ \$7.50.

1-B; Black Oxfords, Oakland, Calif.: Doyle Shoe Co.—60,000 pairs @ \$7.2475 per pair (Net)—Delivered—Oakland; Regal Shoe Co.—60,000 @ \$7.495 (Net)—basis fob plant; The John Foote Shoe Co.—48,000 @ \$7.65 less 1/10-1%—10 days. Delivered—Oakland; Hubbard Shoe Co.—36,000 @ \$7.65; J. F. McElwain Co.—96,330 @ \$7.19 (Net)—basis fob plant.

2-A; Brown Oxfords, Mechanicsville, Pa.: J. F. McElwain Co.—84,860 pairs @ \$7.57 per pair (Net)—basis fob plant.

2-B; Brown Oxfords, Oakland, Calif. J. F. McElwain Co.—19,728 pairs @ \$7.47 per pair. 65,140 pairs @ \$7.57 per pair (Net)—basis fob plant.

LEATHER SHOW EXHIBITORS

Waldorf-Astoria New York
March 6-7, 1951

Booth No.	Company	Booth No.	Company
1	Acme Leather Co.	37	Gutmann & Co. Inc.
58	Agoos Leather Cos. Inc.	44	Haight & Co., Inc.
	Allied Kid Company	83	L. H. Hamel Leather Co.
61	New Castle Division	95	Thomas B. Harvey Leather Co.
	Quaker City Division		
62	McNeely Division	80	Hebb Leather Co., Inc.
	Sterling Division	47	Hecht Leathers Corporation
63	Standard Division	101	Melvin Henkin, Inc.
34	Amalgamated Leather Cos.	53	Hiteman Leather Co.
46	Amdur Leather Co. Inc.	51	Horween Leather Co.
68	William Amer Co.	81	E. Hubschman & Sons, Inc.
23	American Belly Tanning Corp.	65	Hunt-Rankin Leather Co.
86-87	American Hide & Leather Co.	50	Irving Tanning Co.
		19	I. M. Kaplan, Inc.
38	American Kid Co., Inc.	48	Kirstein Leather Co.
70	Carl Antholz, Inc.	43	Korn Leather Co.
77	Armour Leather Co.	60	Kroy Tanning Co.
93	Peter Baran & Sons, Inc.	71-2-3	A. C. Lawrence Leather Co.
92	J. S. Barnet & Sons, Inc.	21	Leach-Heckel Leather Co.
27	Barnet Bros. Leather Co.	17	G. Levor & Co., Inc.
24	Barrett & Co., Inc.	18	J. Lichtman & Sons
104	Beadenkopf Leather Co.	39	Lincoln Leather Co.
15	Beggs & Cobb, Inc.	36	Loewengart & Co.
35	The Bernard Co., Inc.	52	Hermann Loewenstein, Inc.
64	Besse, Osborn & Odell, Inc.	9	Malis Leather Co.
12	N. Brezner & Co., Inc.	8	Marcus, Forscher & Co.
57	Burk Brothers, Inc.	2	McNeely & Price Co.
45	Carr Leather Co.	103	Merrimack Leather Co.
20	Colonial Tanning Co., Inc.	106	W. Milender & Sons
102	Cortez Trading Corp.	107	Murray Leather Co.
108	Crestbrand Leather Co.		
3	Donnell & Mudge, Inc.	42	R. Neumann & Co.
6	F. C. Donovan, Inc.	54	Northwestern Leather Co.
23-A	Dreher Leather Mfg. Corp.	16	The Ohio Leather Co.
76	Dungan, Hood & Co., Inc.	5	Overseas Commerce Corp.
40	Eagle-Flagg Tanning Corp.	25	Paris Leather Co.
75	Eagle-Ottawa Leather Co.	26	Pfister & Vogel Tanning Co.
85	John R. Evans & Co.	56	Fred Rueping Leather Co., Inc.
105	Fleming-Joffe, Ltd.		
22	John Flynn & Sons, Inc.	33	Seton Leather Co.
94	S. B. Foot Tanning Co.	50-A	Shrut & Asch Leather Co.
4	Leonard Freedman & Sons	100	Sigma Leather Mfg. Corp.
67	A. F. Gallun & Sons Corp.		S. W. Simon Leather Co.
96	Garden State Tanning Inc.	55	Surpass Leather Co.
41	Garlin & Co., Inc.	17	Tan-Art Company, Inc.
11	Geilich Leather Co.	17	Albert Trostel & Sons Co.
10	Gordon-Gruenstein, Inc.	82	Winslow Bros. & Smith Co.
84	J. Greenebaum Tanning Co.	74	Richard Young Company
66	Griess-Pfleger Tanning Co.	14	Ziegel, Eisman & Co.

Advance Fall Shoe Show Set For Boston

The New England Shoe and Leather Association has announced it will sponsor an Advance Fall Shoe Showing on April 15-19 at the Hotels Statler and Touraine, Boston.

The non-profit showing, second of its kind to be held by NESLA, will allow members and other shoe manufacturers in the area to show samples early to their Southern and Western

wholesale accounts, according to Maxwell Field, NESLA executive vice president.

"There is no intention by our Association to run more shoe shows or market weeks, as such," Field said. However, our directors were of the opinion that this specialized service should be undertaken to serve those manufacturers selling to the volume jobbing trade who may wish to have an opportunity to show shoes in Boston in mid-April."

Army To Buy Mexican-Made Shoes

The U. S. Army will buy more than three million pairs of Mexican-made shoes in the near future, the newspaper *Ultimas Noticias* of Mexico City reports. According to the Mexican reports, the order will be given to Central Mexican shoe factories and is one of several the Army will place abroad. No mention was made of the types of shoes involved.

Set Tannery Safety Meeting For April 3

Leading tannery safety experts will feature the program for the Tanning and Leather Products Section of the Greater New York Safety Convention, according to J. H. Peebles, safety director of Winslow Bros. & Smith Co., Norwood, Mass., who is session arranger. The meeting will be held at 2:00 p.m., April 3, in Parlor 2 of the Hotel Statler, New York City.

Chairman of the tanning section is John N. Russo, safety director of Allied Kid Co., Wilmington, Del. Speakers include Clayton F. Van Pelt, president of Fred Rueping Leather Co., Fond du Lac, Wis., and the Tanners' Council; R. H. Albisser, safety director of Merck & Co., Inc., Rahway, N. J.; and Arthur W. Goetz,

NEW ENGLAND GROUP FETES SAWYER



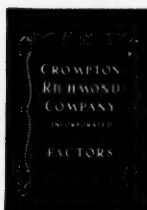
Talking over industry prospects under the Government's accelerating mobilization program are officials of the New England Shoe and Leather Association pictured above with Charles Sawyer, Secretary of Commerce. Sawyer was featured speaker at the association's 82nd annual banquet held Jan. 10 at Boston's Hotel Statler (L&S, Jan. 13). Left to right, Daniel J. Danahy, past president of NESLA and owner of Dan Danahy Shoe Co., Marlboro, Mass.; Frank S. Shapiro, NESLA president; Sawyer; and Maxwell Field, executive vice president of the association.

director of Pratt Institute School of Leather & Tanning Technology, Brooklyn, N. Y.

A panel discussion of predominating tannery accidents will also be featured along with a general discussion of tanning and leather products safety.

• Liquidation of remaining assets of Lyon & Coulson, Inc., Buffalo manufacturer of fishing and hunting equipment, is reported still in process. Fixed assets were sold piecemeal for \$27,135. No dividend for unsecured creditors will be declared until the case is terminated early this year.

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MILITARY BIDS AND AWARDS

Women's Gym Shoes

January 24, 1951—Navy Invitation No. 8067 covering 1,218 prs. women's low gymnasium shoes. DO rating. Opening at 10:00 a.m. in New York. Delivery to Brooklyn Naval Clothing Depot at 50% within 30 days of contract, balance within 60 days.

Women's Storm Rubbers

January 25, 1951—Navy Invitation No. 8068 covering 4,554 prs. women's storm rubbers. DO rating. Opening at 10:00 a.m. in New York. Delivery Brooklyn Naval Clothing Depot at 50% within 45 days of award, balance within 60 days.

Calf Handbags

January 26, 1951—Navy Invitation No. 8085 covering item 1, handbags, black, women's, standard Navy, 10,500 each; Item 2, straps, shoulder for handbag, black, standard Navy, 2,900 each. Opening at 10:00 a.m. in New York. Delivery: completed 90 days after date of contract.

International Wins Bulk Of Service Shoe Award

International Shoe Co., St. Louis, has been awarded a total of 277,512 pairs of black leather service shoes with composition soles as listed on QM-30-280-51-Neg-52. Total pairage on the invitation was listed at 295,112 pairs.

International was awarded contract for 277,003 pairs at \$7.84-\$8.04 per pair under Item 1 and an additional 504 pairs at \$9.00 per pair under Item 2.

Endicott-Johnson Corp. will make 18,600 pairs (supplemental tariff) under Item 1 at \$7.80 per pair.

Connell Lone Bidder On Combat Boots

J. M. Connell Shoe Co., South Braintree, Mass., was lone bidder on QM-30-280-51-1048 calling for 17,600 pairs of black combat service boots for the Air Force. Connell offered to supply the entire quantity at \$10.97 per pair.

A. R. Hyde Wins Arctic Boot Award

The Marine Corps has announced award of contract for 3500 pairs of felt arctic boots to A. R. Hyde & Sons Co., Cambridge, Mass. The award, specified in QM-30-280-51-

671, was made on the basis of \$19.84 per pair.

Two Firms Win Safety Shoe Awards

International Shoe Co., St. Louis, and Endicott-Johnson Shoe Corp., Endicott, N. Y., shared awards this week on a total of 137,880 pairs of black leather shoes with safety toes and oil resistant soles. Awards came from the Air Force on QM-30-280-51-991.

International's contract calls for 55,705 pairs (Item 1a.) at \$8.59 per pair and 55,212 pairs (Item 1b.) at \$8.84 per pair. All are listed as regular tariff.

The Endicott-Johnson award listed 13,680 pairs (Item 2a.) at \$10.205 per pair and 13,284 pairs (Item 2b.) at \$10.455 per pair. All are supplemental tariff.

• **General Shoe Corp.** has announced plans for erection of a new 175,000 sq. ft. "processing terminal" at Fayetteville, Tenn. Plans call for occupancy of the building in four to five months.

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Harness Mechani- cal	Sad- dlery	Bag Case, Strap	Uphol- stery	All Others**
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949	23332	6384	13753	759	227	674	461	1074
1950—								
Jan.	1880	492	1124	50	14	60	48	92
Feb.	1955	528	1152	52	15	62	50	96
Mar.	2115	585	1229	54	17	69	53	108
April	1853	497	1069	52	17	62	50	106
May	1949	521	1129	49	19	61	55	115
June	2070	528	1223	60	18	60	60	121
July	1698	402	1012	57	17	60	54	96
Aug.	2298	546	1399	77	18	78	63	117
Sept.*	2084	489	1268	72	16	74	58	107
Oct.	2192	510	1314	81	21	82	65	119

*Preliminary.

**Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leathers			All Others
				Glove, Gar- ment	Shoe	Shear- lings	
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	56535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949	10173	34774	28644	8411	9998	4498	5737
1950—							
Jan.	927	3016	2193	552	815	338	488
Feb.	885	2960	2675	860	934	376	505
Mar.	902	3507	2257	834	858	870	495
April	814	2821	2625	915	874	395	441
May	829	3206	2720	916	878	449	447
June	923	3329	2653	866	806	468	513
July	584	2670	1989	655	625	390	319
Aug.	1052	3260	3373	1174	1084	512	603
Sept.	930	2862	2868	911	991	436	530
Oct.	962	3200	2856	857	1025	428	546

Deaths

James W. Keystone

... 72, prominent *leather goods manufacturer*, died Jan. 3 at his home in San Francisco after a long illness. Death was attributed to a heart ailment. Keystone was a member of the third generation of his family in the firm of Keystone Bros., leather goods firm, and served as manager of the firm for 30 years until illness forced his retirement. He leaves his wife, Effie M.; two sons, Robert C. and Donald W.; three brothers, George N., Samuel A., and Fred B.; and a sister, Mrs. G. H. Arthur. A third son, Alfred J., was killed while serving as a Marine in the last war.

August H. Doelling

... 65, retired *superintendent* of Roberts, Johnson & Rand stock department, subsidiary of International Shoe Co., St. Louis, died Jan. 8 at St. Luke's Hospital, St. Louis, following an operation. Doelling had retired from the shoe firm last Nov. 1 after serving with the company for the past 45 years. He is survived by his wife, Minnie; a son, August H., Jr.; and three daughters, Mrs. Myrtle Grayson, Mrs. Ruth Edwards, and Mrs. Eleanor Steinberg.

Joseph Filiurin

... 54, *leather wholesaler*, died Jan. 12 in Miami Beach, Fla., after a short illness. Until recently, he was operator of Filco Distributing Co., in Boston, which now has offices in New York. He leaves his wife, two sons, a brother and a sister.

Walter F. Rudolph

... 55, *shoe executive*, died Jan. 8 at Wisconsin General Hospital, Madison, Wis., following a heart attack. He had been at the hospital for several days under observation for a heart ailment. He had been employed as purchasing agent for Weyenberg Shoe Mfg. Co., Milwaukee, and had been with the firm for more than 30 years. Surviving are his wife, Anna; two sons, Clarence, and Melvin; and a daughter, Miss Dolores Rudolph.

Albert R. Cook

... 74, retired *leather salesman*, died Jan. 6 at his home in Cincinnati following a long illness. For many years he had traveled the Midwest territory for Eberle Tanning Co., Westfield, Pa. He leaves his wife; two sons, Ralph, and William; and a daughter, Mrs. Elizabeth Wilson.

Charles B. Baldwin

... 77, retired *traffic manager* of United Shoe Machinery Corp., Boston, died Jan. 3 at his home in Cambridge, Mass. He was with the firm for 43 years, retiring in 1946. A member of United's Quarter Century Club, he was a former president of the Traffic Club of New England and a 32nd degree Mason. He leaves his wife, Delphine; two daughters, Mrs. R. R. Frohock, and Mrs. Donald Hight; and a sister, Clara.

Samuel Brindis

... 61, *tanner*, died Jan. 11 at Hale Hospital, Haverhill, Mass. He had been hospitalized with a heart ailment for the past month. Brindis was founder and owner of Brindis Tanning Co., Haverhill, and had been active in the business for the past 30 years. A native of Russia, he came to the U. S. as a young man and founded his tannery about 13 years later. He was active in civic and fraternal affairs. Survivors include his wife, Edith; four sons, George J., Leslie M., Marin H. and Bernard; two brothers, two sisters and two grandchildren.

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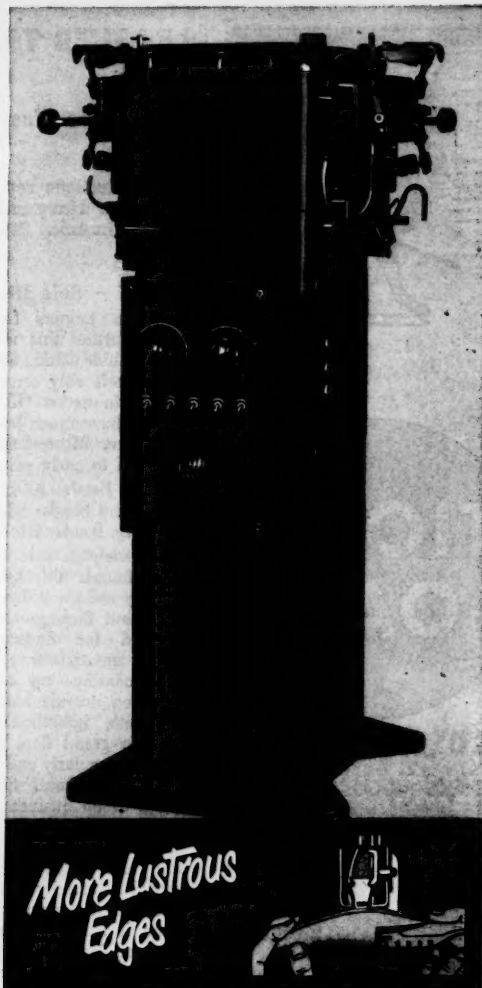
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USMC Sole Edge Inking Machine — Model A

This machine offers for the first time superior mechanical inking of attached sole edges. The controlled ink flow results in more uniform inking and better finished edges. Results in greater cleanliness, too, with savings in the Bottoming, Treeing and Packing Rooms. Look for these advantages over hand work, particularly on women's close edge styles where the machine makes possible substantially more volume.



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Westfield, Penna.

LEATHER TRADING SLOWS AS PRICES SOAR AGAIN

Tanners Have Little Leather To Sell As Demand Continues Strong

Most selections report advances from 2-6c. Navy orders stimulate interest in calf. Sides and splits wanted.

Sole High

Boston tanners forced to raise prices further this week under impetus of hide market advances. Threat of controls only serves to stimulate interest in market. However, tanners do not have much leather to sell at any price. Most of trade completely resigned to early price freeze.

Light Bends: \$1.02-1.08

Medium Bends: 98c to \$1.02

Heavy Bends: 87c-92c

Philadelphia sole leather tanners have found, although considerable activity and great demand for everything but findings—and even some demand for findings—situation highly unsatisfactory. Price quotations continue up and where they will stop no one knows. The government's hold-the-Dec.-1st-line request a grand flop, with hides advancing regularly and tanners in turn forced to advance. Some tanners attempt to do business by increasing their prices as necessary, selling what they have on hand. Some tanners who had pulled out and then returned to activity have again called salesmen in temporarily. The situation is such that price quotations show an increase up to 9c over last week's; these aren't considered worth quoting officially since they are expected to change again any time.

Offal Slower

Boston sole leather offal tanners and dealers report somewhat slower activity this week. Many attribute this to threat of immediate controls. Also, there is not too much leather available. What there is around brings firm to somewhat higher prices. The situation changes daily.

Bellies: Steers: 64-66c; Cows

60-63c

Single shoulders, heads on:

Light, 80-87c; Heavy, 72-76c

Double rough shoulders: 93c-\$1.02

Heads: 39-42c

Fore Shanks: 46-50c

Hind Shanks: 47-51c

Sheep Strong

Despite continued strength of raw pickled skins and sheep leathers, buying interest remains fairly good. Tanners report some price resistance at present levels but still claim they are not getting full replacement values. As usual, russet linings bring most interest. New orders reported in colored vegetable. Hat sweat and novelty leathers moderately active. Garment sheep still too high.

Russet linings: 35, 34, 32, 30, 28, 26, 22, 20, 18, 17c

Colored vegetable linings: 32, 30, 28, 26, 23, 21, 19, 17c

Hat sweat: 32, 30, 28, 26c

Chrome linings: 37, 35, 33, 31, 29c

Garment grains: 30, 28, 26, 24, 22c

Garment suede: 29, 27, 25, 23, 31, 29, 27, 25, 23c

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1950 HIGH
CALF (Men's HM)	1.18-1.35	1.10-1.30	90-1.06	1.10-1.30
CALF (Women's)	1.15-1.30	1.00-1.25	85-1.06	1.00-1.25
CALF SUEDE	1.30-1.40	1.20-1.35	1.10-1.20	1.20-1.35
KID (Black Glazed)	80-1.17; 1.25	80-1.17; 1.25	70-1.00	80-1.25
KID SUEDE	80-95	80-95	70-88	80-95
PATENT (Extreme)	70-86	62-78	48-56	62-78
SHEEP (Russet Linings)	20-35	19-32	18-33	19-33
KIPS (Corrected Reg. Finish)	79-87	72-80	57-61	72-80
EXTREMES (Corrected Reg. Finish)	64-72	58-66	45-53	58-66
WORK ELK (Corrected)	65-67	59-65	44-54	59-65
SOLE (Light Bends)	1.02-1.08	87-90	64-66	87-95
BELLIES	60-66	53-57	44-45	53-57
SHOULDERS (Dble, Rgh.)	93-1.02	85-95	64-70	87-97
SPLITS (Lt. Suede)	41-46	36-41	36-41	36-41
SPLITS (Finished Linings)	24-30	20-26	20-23	20-26
SPLITS (Gussets)	21-26	17-22	17-20	17-22
WELTING (1/2 x 1/4)	13 1/2	11	9 1/2-10	13
LIGHT NATIVE COWS	43-44	37 1/2-38 1/2	25-26	37 1/2-38 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Calf Stronger

Buying activity spurred by latest Navy Oxford awards, according to Boston calfskin tanners. There is plenty of demand for all smooth calfskin but, as one tanner puts it, raw materials are scarce, men's and women's weights are scarce, there just isn't enough leather to go around.

Advances on packer calfskin market plus new leather demand has led most tanners to raise price lists an average of 5c over last week. Unless price freeze is set immediately today's lists will be up again tomorrow.

Men's weights: B \$1.18-1.35; C \$1.12-1.30; D \$1.02-1.24; X 97c-\$1.14; XX 94c

Women's weights: \$1.15 to 1.30; C \$1.05-1.15; D \$1.00-1.10; X 90c-\$1.05; XX 75c-88c

Suede: \$1.30-1.40; \$1.25-1.30; \$1.15-1.20

Sides Sold Up

Most Boston side leather tanners report greater part of their leather on hand now sold up. Sales active despite daily advances in prices. Tanners now convinced price freeze and allocations, at least at hide and skin level, only solution to cost and supply situation. By week's end, most tanners had raised their prices from 2-6c over previous week.

Heavy Aniline Extremes: B 75-80c; C 73-76; D 67-70c

Regular Finishes

Corrected Kips: B 79-87; C 76-83; D 72-79; X 67-76c

Corrected Extremes: 64-72; 61-70; 58-68; 54-64c

Corrected Large: B 61-69; C 59-67; D 57-65; X 54-61c

Work Elk: 65-71; 63-69; 61-67c

Work Shoe Retan: 65-69; 63-67c

Splits Strong

New advances on hide market force Boston split tanners to up quo-

tations another 2c over last week. Most tanners feel this is only temporary raise, say they cannot hold steady line from day to day. Suedes in good demand. Finished linings and gussets active. Work shoe and retan sole are moderate.

Light suede: 42-46; 40-44; 36-42c

Heavy suede: 48-52; 46-49; 41-44c

Retan sole: 44, 40, 38, 36, 34c

Finished linings: 23-25; 24-27; 26-30c

Gussets: 21-26c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.

Welting Quiet

Makers of welting now quote 14c for regular Goodyear stock of ½ by ¾ inches. Welting still being delivered against old orders at various lower prices and new business is very small. Specialty welting continues to enjoy tremendous business. Makers say this is the biggest season yet. Synthetic welting for the stitchdown field does well. Plastic welting gets better call for work shoes, enjoys growing demand from makers of lower priced shoes for prestitched types.

Work Glove Leathers Active

There are more and more indications pointing to a 24c market on No. 1 grade LM weight glove splits. The general market is quoted at 23c for No. 1, 22c for No. 2 and 21c for No. 3. The 24c price may or may not be a reflection for a slightly better quality than the average tannage, but it is the opinion of most in trade that this 1-cent higher price is being paid in most instances.

Market extremely active, with glove makers now busily manufacturing leather gloves for military requirements. A definite lack of raw materials as far as glove splits are concerned, as horsehides, fronts and butts are in an acute supply position.

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Kid Leather Steady

Kid leather tanners of Philadelphia report activity continues at fairly steady pace. Black outstanding shade in glazed and suede. These leathers sell at prices unchanged since last week. Slipper leather very active, is finding a market with cowboy boot manufacturers and slipper men. This leather in demand in a great variety of colors. Prices firm but haven't gone higher.

Nothing new in linings; some tanners no longer handle linings—others report good activity. Little reported in crushed. Satin mats apparently dead. Even those who have had some permanent call for this leather report no demand. Nothing new about the rawskin situation.

Current Average Prices

Suede: 40c-95c
Linings: 30c-60c
Glazed: 40c-\$1.25
Slipper: 40c-75c

Bag, Case and Strap Leathers

Midwestern tanners came out with a price list, strictly of a "paper price list" only. Prices revised from the December 1st levels, in some cases advances are as much as 11c. Tanners report that only "over-the-counter" business is taking place, with activity mostly concerned with back-log orders. In most instances, sales are being done at prices equal to a replacement cost.

These prices do not take into consideration the 2-cent advance in raw stock. One tanner reports current leather prices based on a 38½c heavy native cow market, insofar as last official prices are concerned. Today, this same heavy native cow market is up to 41c, a difference in 2½c in the raw material market which is not reflected in the reported leather prices.

2½-ounce case: 61, 58, 55c
3-ounce case: 65, 62, 59c
4-ounce strap: 77, 74, 71c
5-ounce strap: 81, 78, 75c
6-ounce strap: 83, 85, 82c

Garment Leathers Mixed

Midwestern tanners are so mixed in their opinions as to prices that it is extremely difficult to peg the market with accuracy. Tanners report a 4c advance, others continue to quote a nominal market based on last week's prices.

According to some tanners, grain garment leathers are quoted around 38 to 39c, although there are others who quoted up to 42 and 43c, depending upon the quality of tannage. Suede garment leathers in similar

position. Some call the market nominal at 40 to 42c, while others report up to 44 and 46c.

As noted last week, horsehide leather advanced nominally up to 45c for an average price, and up to 50c nominal on better quality leather. However, due to rising raw stock costs, there is strong indication that these prices do not reflect the true level of the horsehide leather market, but rather they should be at least several cents higher. However, as a result of Government orders for horsehide leather in recent weeks, tanners have not been reporting prices on this particular market as they have in the past.

Suede garment leathers: 40-42c
Grain garment leather: 39-38c
Horsehide leather (avg.): 45cN
Better horsehide grades: 50cN

Belting Leather Advances

Philadelphia belting leather tanners find themselves in the same situation as the sole leather men. Packers still making things difficult by continuing to increase prices. Tanners cannot afford to absorb changes; they did try when feasible. To make a profit they must "ride the market." Result is continuing increase in prices, sometimes jumping several cents in only a few days.

Plenty of interest in—and demand for—belting leathers of all types, and tanners getting their prices; still many instances where buying isn't as much as it could be because market makes people wary. Some tanners temporarily withdrawn from business, not optimistic about any improvement in near future unless some official action is taken at the level of the packers.

Glove Leathers Stronger

Glove jobbers have entered market, placing some fair-sized orders. Jobbers resigned to higher prices although some advances have left them gasping. Government orders already placed have stiffened the spines of the glove manufacturers. Raw skins coming into market, particularly deerskins and horsehide for government gloves. Deerskins quoted at 70c to 75c for a cuttable grade against last year's price of about 50c.

Prices on cabrettas stabilized. A leading producer has published new prices showing an average rise of 6c per foot over last Fall's prices. No. 1, 80c. No. 2, 75c. No. 3, 70c. No. 4, 63c. No. 5, 53c. No. 6, 40c, and No. 7, 30c. Prices expected to hold at least for Spring season.

TANNING OILS CRITICAL

Due to the critical situation on sulphuric acid, users have been cut back 20 percent from the 1950 volume. Tanners now forced to seek percentages of fat liquor other than sulphuric acid. Sulphonators find themselves in tight spot. Because they have not kept pace with the raw fish oil market, they are now compelled to increase their prices drastically, particularly on sulphonated cod and waterless moellon.

Last week sperm oils were called off the market temporarily. They were 3c. higher when they returned. Raw materials are hard to get. Tallow market shows no signs of stabilizing with prices advancing daily. Newfoundland Cod Oils about cleaned up in primary markets.

Raw Tanning Materials

Divi Divi, shipment, bags	
Wattle bark, ton	
..... "Fair Average" \$73.25-\$83.00	
..... "Merchantable" \$70.75-\$79.00	
Sumac, 28% leaf	\$110.00-\$115.00
Myrobalana, J. 1s	\$45.00
(Crushed \$71.00) J. 2s	\$39.00
R. 1s	\$46.00
Valonia Cups, 30-32% guaranteed	\$56.09
Valonia Beards	\$50.00-\$81.00
Mangrove Bark, 30% So. Am.	\$53.00


Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.75-4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin, plus duty .....	.08%
Gambier Extract, 25% tannin, bbls. ....	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks. ....	.0525
Bbls., c.l. ....	.05%
Oak bark extract, 25% tannin, lb. bbls. 6% - 6% tks. ....	.08%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty .....	.09
Solid, clar., basis 64% tannin, c.l. ....	.09%
Liquid, basis 35% tannin, bbls. ....	.07%
Ground extract .....	.17%
Wattle bark, extract, solid (plus duty) .....	.09
Powdered super spruce, bags, c.l. .05%, l.c.l. ....	.05%
Spruce extract, tks., f.o.b. wks. ....	.01%
Powdered valonia extract, 63% tannin .....	.09%

Tanners' Oils

Castor oil No. 1 C.P. dra. l.c.l. ....	.33
Sulphonated castor oil, 75% .....	.31
Cod oil, Ndd. drums	1.45
Cod, sulphonated, pure 25% moisture .....	.17%
Cod, sulphonated, 25% added mineral .....	.16%
Cod, sulphonated, 50% added mineral .....	.15%
Linseed oil tks., c.l. 2000 1 .....	.205
drums, l.c.l. ....	.219
Neatsfoot, 20° C.T. ....	.43
Neatsfoot, 30° C.T. ....	.39
Neatsfoot, 40° C.T. ....	.33
Neatsfoot, pipe drums, c.l. l. ....	.24%
l. c. l. ....	.23%
Neatsfoot, sulphonated, 75% .....	.26%
Olive, denatured, dra. gal.	\$2.30
Waterless Moellon .....	.21
Artificial Moellon, 25% moisture .....	.17
Chamois Moellon .....	.14
Common degrass .....	.12
Neutral degrass .....	.23-.24
Sulphonated Tallow, 25% moisture .....	.19%
Sulphonated Tallow, 50% .....	.14%
Sponging compound .....	.15
Spilt oil .....	.13-.15
Sulphonated sperm, 25% water .....	.20
Petroleum Oils, 200 seconds visc., tks., f.o.b. ....	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.14
*Quotations withdrawn	

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CONTROLS THREAT FAILS TO DAMPEN HIDE MARKETS

Big Packer Hides Up Another 2c As Market Reaches New Highs

One "big Four" packer sells 14,500 hides at new advances. Argentine sales reported. Calfskins join upward parade, up 5c. Other advances noted.

Prices zoomed higher in the big packer hide market again this week. Early sales made at another sharp advance of 2c per lb. On Tuesday, one of the four big packers offered a line of about 14,000 hides but did not name asking prices. Hides offered were of heavy native and branded types which are in greater production percentage than lighter weight hides at this time of year.

In the scramble that ensued as buyers outbid one another, the packer quickly sold all the hides offered at an advance of 2c per lb. to at least three brokers buying for tanner accounts. Hides sold were all in closed packs having December salting dates.

Because of the prevailing situation, normal supply and demand factors no longer exist in the big packer market. All buyers want hides and

the terrific demand far exceeds the available supply.

With the Washington meetings in progress between ESA officials and representatives of packers, renderers, hide dealers, brokers, etc., it was thought the market would slow down with tanners hesitant or cautious about paying higher prices due to prospective gov't. ceilings and allocations controls. Such has not been the case. Even small packer and country hides continue to be bought freely at strong prices which in some instances continue above comparative big packer prices. Additional supplies are becoming more difficult to locate as these sellers either want more money or have nothing to offer.

Packer Hides Up Again

Ironie twist to big packer hide market this week. While ESA officials and representatives of the hide industry were meeting in Washington early in week to discuss spiraling hide prices and means and ways to stop these advances, the very same day a "Big Four" packer sold 14,500 hides at a brand new 2-cent advance over prices paid the previous week.

Sale included 2,600 heavy native steers, of which 1,900 Chicago-Omaha takeoff sold at 39½¢ and 700

Albert Lea production at 40c, 4,400 Chicago and River heavy native cows at 40½¢, 1,500 Albert Lea heavy cows at 41c, 2,400 Colorado steers at 36½¢, 2,500 butt branded steers at 37½¢, and 900 Albert Lea branded cows at 40c, all prices Chicago basis, and up 2c.

On basis of these sales, this would place light native cows in a nominal range of 43 to 44c, with Chicago and Milwaukee takeoff at 43c, heavy average River and St. Paul at 43½¢, and light average River points at 44c. Light native steers nominal at 43½¢, and extreme lights at 46c. Heavy Texas at 37½¢, lights at 41½¢ and extreme light Texas steers at 43½¢. Native bulls at 30½ to 31c, branded bulls 29½ to 30c.

Other packers not committing themselves regarding this new change in the price structure of hide market. No other offerings noted, not determined if tanner interest is broad at the new advance, although number of sources inclined to believe that interest at the new 2-cent advance extremely thin.

Understood that certain American buyers negotiating hide trading with Argentina, amount estimated at half a million hides. Some sales thought made already, involving about 60,000 hides, at the recent 10% advance on Argentine hide prices.

Small Packer Hides Slow

Trading last week brought prices comparable to those in the big packer

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AND LIME
COLLOIDAL CLAYS
CHEMICALS

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	39½-43½N	37½-41½	34 -38	42- 12
Ex. light native steers	46N	44	40½N	28
Light native cows	43 -44N	41 -42	37½-38½	25 -26
Heavy native cows	40½-41	38½-39	35 -35½	20½-21½
Native bulls	30½-31N	28½-29	25 -25½	17 -17½
Heavy Texas steers	37½N	35½	32	18½
Light Texas steers	41½N	39½	36N	22
Ex. light Texas steers	43½N	41½	38N	24
Butt branded steers	37½	35½	32	18½
Colorado steers	36½	34½	31	18
Branded cows	40 -40½	38 -38½	34½-35	21 -21½
Branded bulls	29½-30	27 -27½	24 -24½	16 -16½
Packer calfskins	82½-87½	77½-82½	77½-82½	56 -70
Chicago city calfskins	63 -65	61 -62	59 -61	40
Packer kipskins	65B	60	60	42½

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 18	Close Jan. 11	High For Week	Low For Week	Net Change
April	35.00B	37.40B			-240
July	34.20T	37.00A	34.20	33.50	-280
October	34.50B	36.00B			-150
March	36.30B	38.50T	37.35	35.75	-220
June	34.95B	37.55T	35.50	34.30	-260
January	32.25N	36.00A			-375

Total Sales 214 lots

hide market, higher in some instances. This week, strong prices still prevail, but tanners not showing the "eagerness" to step out and pay these prices. Even with the new advance of 2c in the big packer hide market, there is little change in small packer hide prices.

Sales very slow to develop, not only because of light tanner interest, but because many tanners and small packers awaiting news from Washington regarding meeting between Government officials of the ESA and representatives of the hide industry concerning a "price controlled" hide, skin, leather and shoe market.

Some sales noted at prices from 39 to 39½¢ selected for allweight native Midwestern steers and cows averaging around 55 lbs., in carload lots, FOB shipping point. Midwestern lots averaging 58/60 lbs. sold at 38½¢ flat, FOB shipping point. Up to 40 and 40½¢ selected paid for Midwestern lots averaging 48/50 lbs. for allweight native steers and cows, carload basis, FOB. In Southwestern section, prices talked up to 42 and 43¢ flat trimmed, some sales noted at inside price for light weight averages, buyers balking at 43¢ figure.

Country Hides Confused

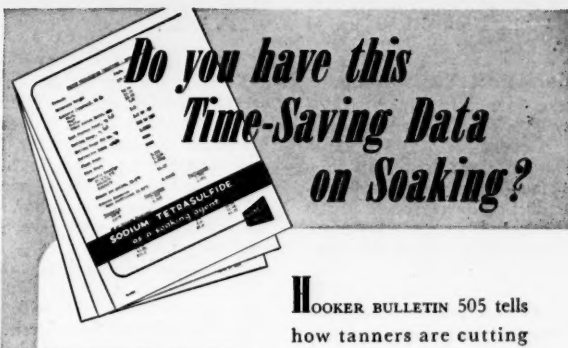
Price structure in country hide market extremely confused. Supply situation of country hides is acute in the face of good demand. Good quality locker plant and butcher hides are either selling separately or being mixed with small packer hides. Country hides of mixed production including renderers, locker plant and butcher hides are very seldom heard of.

Based on last reported business, mixed Midwestern country hides averaging around 50/52 lbs. sold at 35 to 35½¢ flat trimmed for 1's and 2's, in carload lots, FOB shipping point. Lots containing no renderer hides will bring premiums ranging anywhere from 1 to 2¢, depending upon quality. Straight lots of renderer hides will bring about 1¢ less.

Sheep Pelts Advance

The "Big Four" packer sheep pelt market brought advances of 25 to 50¢, in small sales. A car of Fall clips sold at \$7.50, up 25¢. A mixed car of shearlings sold at \$5.50 for 1's, up 25¢, \$3.50 for 2's, up 50¢, and 3's at \$2.25, up 25¢. Big packer pickled skins sold at \$18.00 per doz., packers now asking up to \$18.50.

The Interior packer's January



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Western lamb pelt sale is said to have brought prices of \$10.50 up to \$11.00.

Horsehides Very Strong

Market extremely strong. Good quality 65/70 lb. Northern trimmed hides quotable up to \$14.50 to \$15.00, in carload lots, FOB shipping points. Untrimmed lots, Northern production quoted up to \$16.00 to \$16.50, and, in some instances, sales made up to \$17.00 for good quality slaughter hides.

Fronts stronger, sales ranging in price from \$9.50 to \$10.00, and butts from \$4.50 to \$5.00 basis 22 inches and up.

Calfskins Up Too

Big packer calfskin prices joined parade of price advances this week, as two of the "Big Four" packers sold approximately 100,000 skins at a nickel a pound higher.

Sales involved Northern production of 9½ to 15 lbs. at 82½¢, and under 9½ lbs. at 87½¢, FOB basis. Riverpoint 9½ to 15 lbs. brought 80¢, and under 9½ lbs. sold at 85¢, also FOB basis. Some St. Louis production included also at the 80 and 85¢ price, respectively for heavies and lights.

Outside skin markets influenced by the strength in the big packer market advanced in price. Up to 80¢ asked for good quality small packer untrimmed allweight calfskins, although tanner interest is held around 75 to 77¢. City untrimmed allweights quotable at 63 to 65¢, and countries at 46 to 48¢, all prices based on carload lots, FOB shipping points.

Big packer regular slunks offered at \$4.00, and hairless at \$1.25, compared with last sales of \$3.75 and \$1.15, respectively.

In the East, calfskin prices strictly nominal, as higher prices believed to be in effect, details closely guarded. Based on last confirmed sales, big packer 3 to 4 lb. calfskins, on a New York trim basis, are quoted at \$4.90, 4/5's \$5.60, 5/7's \$6.60, 7/9's \$7.50 and 9/12's \$9.60. Collector 3/4's quoted nominally at \$4.15, 4/5's

\$4.75, 5/7's \$5.75, 7/9's \$6.75, 9/12's \$8.75.

Kipskins Higher

Tanners bidding up 5c on big packer kipskins at 65c for both Northern and Riverpoint natives and 60c on overweights. However, those packers receiving these 5c higher bids over last paid prices, are undecided about a price policy, with the result that no sales have developed as yet.

Small packer kipskins quoted slightly higher at 55 to 57c and countries at 43 to 45c, with sales slow to develop at these levels.

As in the New York calfskin market, the price situation in New York kipskins is nominal. Big packer 12 to 17 lb. kipskins, on a New York trim basis, are quoted \$10.85 and 17's and up at \$13.00. Large collector kipskins are quotable at \$9.75, for 12-17's, and \$10.50 for 17's and up.

Reptiles Off Market

Shippers at various primary markets have firmed up and have withdrawn all offerings and are looking on for the present. More interest has developed and buyers are now willing to pay last prices but have found sellers unwilling to book further orders.

Deerskins Up

Market has been rising steadily and sale of Brazil "jacks" at 95c fob, basis importers, reported. Shippers very firm and generally not offering. China deerskins held around 60c. No new offerings of New Zealand.

Pigskins Restricted

Trading restricted due to lack of offerings. Para grey peccaries sold at \$2.75 and blacks at \$2.65, basis importers. No offers of Manaoas and difficult to quote the market. Carpinchos advancing and following sales at \$3.50, basis manufacturers, shippers advanced their ideas about 25c more. Most selling quarters state offerings scarce and prices very strong. Sellers asking \$2.85 for Argentine grey jabalies and \$2.70 for blacks, c&f, basis importers.

Dry Sheepskins High

Selling quarters still have the same complaint. Shippers at origin continue to ask prices considerably above buyers ideas here. Europe seems to be taking available supplies and sellers state their holdings are exceptionally light.

Hair sheep markets continue to advance. Sellers ideas for Eritrean butcher sheep, 125 kilos, \$13-\$14 and for countries, 80 kilos, \$10.50-\$11. Addis-abbaba butchers selling to England at \$14-\$15. Mocha blackheads wanted but buyers only want the very choice skins and are willing to pay premiums but there is no market for regular run of skins.

Cape gloves continue to sell to England and no offers received here. Shade dried Mombasas sold at \$7.25-\$7.50. Brazil cabrettas continue mixed with offers small and shippers unwilling to shade asking prices. Buyers, however, due to the poor ladies' glove business, unwilling to meet prices asked. Nominal market around \$17 c&f, basis importers for regulars.

Shearling market very strong and advices from Montevideo state prices going up steadily. Some business in ¾-¾-inch fine and medium wool skins at \$4.50 per piece and sellers are asking \$7.00 and up per skin for selected mouton descriptions. No offerings from the Argentine and the Cape market way out of line with buyers' views here.

Wool sheep markets also firm but in view of rising domestic situation, it is believed that the spread between foreign skins and domestics is closing. Quiet sales going on though details rather guarded. At the last Sydney sale, 36,000 skins offered and all descriptions advanced 8-14 pence while at the Melbourne sales, prices advanced about the same.

Slat market advancing and latest cables stated shippers asking \$11.50 for Papra 1,000-lbs. and \$12.00 for 50% extra large and 50% large. Peruvian slats variously quoted from 39-41c. per lb., c&f, depending upon assortment and lots involved.

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NEWS QUICKS

About people and happenings coast to coast

Massachusetts

- The newly-formed **Andover Shoe Co.**, which recently took over the former Stahl Shoe Co., in Lawrence, has started cutting shoes and has salesmen booking orders, according to Louis Chedekel, owner. **Mike Seidenberg** with offices at 117 Lincoln St. is representing the firm in the East. **Joseph Murray** has been appointed plant superintendent.
- **A. G. Walton & Co., Inc.**, Chelsea shoe manufacturer, has discontinued operations and is in the process of liquidation. The plant has already been sold and negotiations are under way to locate another company in the Chelsea factory.
- Plant and machinery of **Dan Danahy Shoe Co.** at Marlboro have been transferred to **Howe Street Corp.**, which in turn has leased them to **Sherman Footwear Co.** of Lynn. **Sherman** will begin production at the former Danahy plant as soon as possible. The Danahy plant has been idle for the past few months.
- **D. and M. Shoe Co.**, Brockton subsidiary of D. and M. Leather Co., has leased a section of the **John A. Frye Shoe Co.** building in Marlboro, according to **Donald B. Ireland**, president-treasurer of the Frye Co. The new firm expects to start production early in Feb. with about 125 employees.
- **United Shoe Machinery Corp.** has appointed **Lewis F. Weber, Jr.**, as district manager at Lynn and **Richard O. Cochrane** as assistant district manager at Johnson City, N. Y. **Weber** succeeds the late **W. H. McIntosh**, who died recently. He has been with **USMC** since 1932, serving in various offices over the country. **Cochrane** has been most recently with the firm's **Scranton (Pa.)** sub-office.
- **Metal Mart Corp.** has filed corporation papers with the Massachusetts Department of Corporations to manufacture shoe buckles and ornaments

at 703 Washington St., Lynn. **Harry Segall** is president-treasurer of the firm, which also has an office in New York.

- **Supple Foundation Soles, Inc.**, of Wilmington, Del., shoe supplies manufacturer, has filed papers to do business in Massachusetts. **Gilbert Supple** is president.

- **Arlex Shoe Corp.** has been organized to manufacture shoes at 1733-35 Massachusetts Ave., Lexington. Capitalization is \$50,000. **Philip Weinberg** is president and **Ralph R. Pearlman** is treasurer.

- New orders received by Massachusetts shoe and leather firms during Nov. jumped 28 percent over the same month in 1949. An over-all increase of 53 percent was reported for all State industrial activity during the month, according to the State Planning Board. Massachusetts shoe output rose 8.7 percent in Nov. over the comparable 1949 period.

- **George J. Harrington** has resigned as president of **Hunt-Rankin Leather Co.**, Boston calf leather tanner. He has been succeeded by **Malcolm Shaw**, who has been serving as general manager. **Harrington** has not revealed his plans for the immediate future.

- **John A. Frye Shoe Co., Inc.**, Marlboro footwear manufacturer, recently paid creditors a seven and one-half percent dividend on its old indebtedness. This makes a total dividend of 45 percent paid to date on the indebtedness on which extension was granted during Jan. 1950.

- **Hood Rubber Co.**, Watertown, reports a heavy drain on stocks of waterproof footwear held by retailers. Heavy sales and increased production by manufacturers are attributed to recent storms in the East and Midwest.

- **Arthur A. Hamel**, president of **L. H. Hamel Leather Co.** and **Hamel Leather Realty, Inc.**, Haverhill, has

been appointed a director of the **Haverhill Chamber of Commerce**.

- **The 210 Associates** reports its 1950 Year Book is off the press and consists of 424 pages, the largest folio in the club's history. The book was published under the direction of **Albert D. Aronson**, shoe sales executive. Profits are added to funds used to help men in the shoe and leather industry.

- Adhesive manufacturers whose production of Polyvinyl Acetate Emulsions will be interested in obtaining Data Sheet A-33 covering general purpose emulsions, which has been issued by **American Resinous Chemicals Corp.**, Peabody. The Data Sheet covers a series of emulsions that may be used alone or further compounded by obtaining waterproof bond of leather to leather, glass, metal, paint, asphalt, cork, wood and plastic.

Maine

- **F. Burkart Manufacturing Co.** of St. Louis, casuals manufacturer, has purchased the **Portland Footwear Co.**, Portland manufacturer of women's California dress shoes. **Alfred P. Walker**, president of Portland, has been named general manager of Burkart, while **John C. Pinkerton**, sales manager and partner in the Portland firm, will become sales manager of Burkart. The Portland plant will be operated as a Burkart subsidiary with production stepped up considerably over the next few months. Combined output of Burkart is expected to reach 4000 pairs per day.

- A new shoe plant will be opened on **Turner St.**, Auburn, in the near future, trade sources report. **Harvey Baker** of Brookline, Mass., is reported at the head of the group which will launch the new firm.

New Hampshire

- **Winston Shoe Co.**, Salem, Mass., will open a new factory in the former building of **Textron, Inc.**, at Franklin, it is reported. Machinery has already been moved into the plant and production will begin early in Feb., according to **John Rimer**, president. **Rimer** said only cutting and stitching rooms will be operated at the Frank-

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lin plant until employees are fully trained. The firm makes women's novelties.

- Nearly 1000 employees of **H. O. Rondeau Shoe Co.** factories in Farmington have been given a 10 percent wage increase effective Jan. 2. Agreement was negotiated by Local 208, United Shoe Workers of America, CIO, with company officials.

- **Winslow Bros. and Smith Co.**, Norwood, Mass., tanner, will employ about 100 persons at its recently-purchased plant in Pittsfield. The company will spend some \$200,000 in modernization of the plant and installation of equipment. The converted plant will be known as Pittsfield Leather Co. and will tan sheepskin leathers. Winslow now operates nine plants.

Missouri

- **Midwest Footwear, Inc.**, has been incorporated at Sullivan with an authorized capital of \$50,000 to make women's slip-lasted house slippers and casuals. L. B. Hollander is president, Leo A. Politte is vice president, and J. H. Mueller is secretary-treasurer. Capacity output is placed at 1000 pairs daily.

- **Jack Henderson** has been appointed contact man for the **Don-ite Co.**, St. Louis manufacturer of plastic wood heel coatings. Henderson was formerly a foreman in International Shoe Co. heel plants at St. Charles, Mo., and Anna, Ill. Previous to that, he was associated with Vulcan Corp.

Georgia

- **Riegel Textile Corp.**, Trion textile manufacturer, has acquired a plant in Greenville, Ala., which will include a division for the manufacture of leather work gloves.

California

- **Bernie Bernstein** has been appointed sales manager and stylist for **Fern Shoe Co.**, Los Angeles shoe manufacturer. He succeeds Harry Sobel, who has resigned.

- **Enanbee Corp.** has been incorporated in Los Angeles to manufacture shoe pacs and other footwear. Directors are Bers Bersnard, Alexander Levin and George Naidor.

- **Richard D. Graffis** has resigned as head of the William Joyce men's division of Joyce, Inc., Pasadena casuals manufacturer.

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New York

• **Ralph Stollmack** has been appointed division head of **Carlisle Shoe Co.**, a subsidiary of **I. Miller & Sons, Inc.**, Long Island City. He succeeds his father, **Martin M. Stollmack**, executive vice president of Miller. Other recent appointments include **Max Rosenzweig** as head of the Miller retail division, **Irving E. Grossman** as divisional head of the I. Miller factory divisions including the Wilkes-Barre, Pa., plant, **David Evins** as head of Evins Shoe Co., **Herman Bearman** as controller, and **Robert Miller** as head of the Miller parachute division.

VEGETABLE TANNING

(Continued from Page 12)

bond linkages, as well as methoxy and carbonyl groups. Furthermore, associated with lignin or plant tissues there are substances known as hemi-celluloses which undergo hydrolysis, more readily than cellulose by either acids or alkalies. Those yielding hexose, upon hydrolysis, are called hexosans, and those yielding pentose are called pentosans.

The foregoing indicates the main reason why lignin may be so easily separated from cellulose, in the several methods of producing chemical wood pulp. The purest form of cellulose is cotton. It contains approximately 98-99 percent cellulose.

Mechanical And Chemical Pulp

From the standpoint of paper making, wood pulp is prepared in two ways: (1) by mechanical means; and, (2) by chemical processes.

Mechanical pulp is produced by forcing large pieces of wood against a revolving sandstone, or emery wheel, over which a stream of water flows continuously. The pulp thus produced is carried away by the water, and is made to pass through several screens, in order to remove insufficiently ground particles. The mixture of pulp and water then flows into a tank in which there is a revolving cylinder covered with wire gauze. The water passes through the screen leaving a layer of pulp adhered to the cylinder. The pulp is transferred to an endless blanket, which passes through a pair of squeeze rolls, by means of which the pulp is compressed and the water removed.

Inasmuch as mechanical pulp contains lignin and resinous matter, it is used only for low grades of paper.

There are three principal methods for the production of chemical or

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lignin-free pulp, and they are as follows:

1. The soda process
2. The sulphate process
3. The sulphite process

It should be quite apparent that before any chemical treatment can be

applied, the wood must be properly prepared by removing the bark, and grinding or chipping the wood to the desired degree of fineness.

The first step in the manufacture of chemical pulp is to cut the logs into short lengths and then put them into a revolving cylinder constructed

of steel bars so spaced that the logs cannot pass through. The logs are tumbled about, and as they rub one against the other, the bark is removed, and washed away with water. The cylinders are from 8 to 10 feet in diameter and 40 to 60 feet in length. The logs are fed into one end, at a given rate, and when they leave the cylinder at the opposite end, at the same rate, are clean and debarked. As a general rule, the cylinder is about one-half full. This allows sufficient tumbling and rubbing.

After the logs leave the debarking cylinder they are converted into chips, of the proper degree of fineness, by means of chippers or hogs similar to those used for grinding wood for the extraction of tannin.

The Soda Process

The following brief description of the soda process is given because it is very similar to the sulphate process in that they are both alkaline processes. The woods used are usually of the deciduous or broadleaf variety, such as poplar, birch, maple, chestnut, gum, and basswood.

After grinding, the wood chips are dusted by blowing them against a screen, and then transferred to the digester. The digester is nearly filled and then the chips are covered with a caustic soda liquor of about 11° Baume in strength. The chips are boiled, under pressure, for eight to 10 hours, at a pressure of from 90 to 120 pounds per square inch. The effect of the cooking is to reduce the wood chips to a soft mass of a grayish brown color, and the liquor becomes dark brown, and has a density of 11.5° Be. The non-cellulose constituents of the wood, principally lignin, are decomposed by combining with the soda, and, as might be expected, the alkali is nearly all neutralized during the process. The pulp, together with the "black liquor," are blown into a tank where the pulp is washed. The wash-waters are saved until the average density is lowered to about 8° to 9° Be. The wash-liquors are pumped into a multiple-effect evaporator and concentrated to about 38° Be., and then they are transferred to a revolving calcination furnace from which dry soda-ash is recovered.

From the foregoing, it should be quite apparent that in the soda process of pulp making there are no objectionable waste liquors as there are in the sulphite process, which will be described a little later on.

(Note: A second article on this subject will follow shortly.)



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we're ready to serve you now, promptly and economically.

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We cordially invite your inquiries. Simply drop a note to Reg Pitts and you'll get a quick reply.

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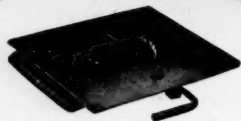
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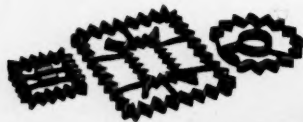
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The Top name!

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- Leathers from the top name in tanning will keep your products at the top of public acceptance.



THIELE TANNING COMPANY • 127 NO. 27th ST. • MILWAUKEE 8, WIS.

UPPER LEATHERS SAMPLING

(Concluded from Page 10)

criterion can be understood in various ways. For example, one may search for a location whose properties come closest to the average for the side. Or, on the other hand, a location may be found whose properties, even though they are quite different from the average for the side, bear some constant relation to the latter. On the basis of theoretical consideration and of a careful study of the data, it was concluded that the most desirable sampling location is that for which the properties bear a constant relation to those of the side.

The investigation proved that this criterion of constancy could not be

met simultaneously for all properties by the selection of a single location. For each property, however, there are locations for which that property is, except for relatively small fluctuations, a linear function of those of the side. It was shown that for any property the definiteness of this linear relationship can be measured by a well known statistical function: the coefficient of correlation between the value for the selected location and the corresponding average value for the entire side.

On the basis of these considerations, a formula was derived giving a mathematical relationship between the coefficient of correlation of the selected location, the confidence with which the difference in properties between two lots is to be judged, and

the number of sides required for that purpose. For each property and for each possible sampling location, the correlation coefficient is calculated between the test result for that location and the average of all test results (for the property considered) for the entire side. The position for which this coefficient is largest is the most suitable sampling location for the property considered.

As a result of this study, a sampling procedure was devised for upper leather currently under experimental study by the Bureau for the Office of the Quartermaster General. In the selection of the sampling location for a particular test, consideration was first given to the locations from which the fewest specimens would be required to give the desired level of accuracy. However, other factors were considered, such as the desirability of grouping the test specimens in a small area in order to minimize the destruction of leather in other areas designated for storage and wear tests.

95% Savings

Use of only one specimen per side from the proper sampling location, instead of one specimen from each of the 21 blocks, may result in savings of as much as 95 percent in leather and labor without sacrificing accuracy. The higher the accuracy required, the larger will be the number of sides that must be sampled in order to detect differences between lots.

The test methods used in the work are described in Federal Specification KK-L-311 with two important exceptions. One is the water vapor permeability test devised by Kanagy and Vickers of the National Bureau of Standards. The other is a special adapter developed at the Bureau for use with the Tinius Olsen Testing Machine to measure bursting strength. This adapter was used with the Tinius Olsen Testing Machine instead of the Mullen tester because the latter did not have high enough capacity to break all of the side leather specimens in this experiment.

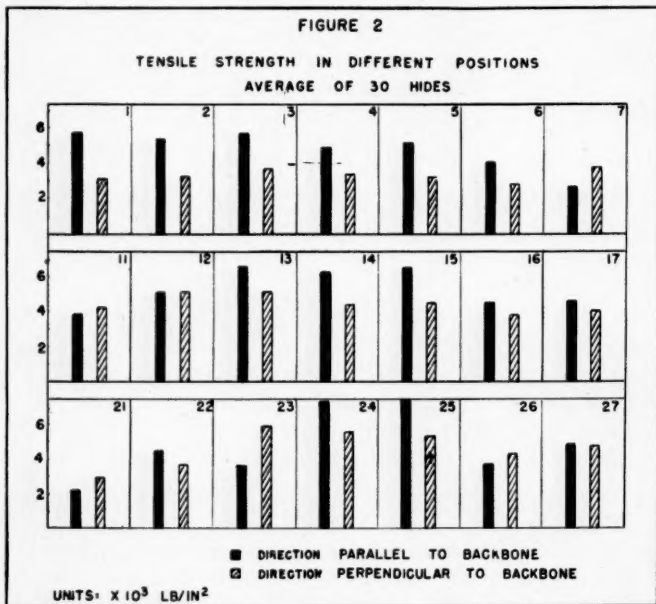


Chart showing the variation in tensile strength of leather specimens chosen from different locations on the hide. The tensile strengths for each of the 21 locations represents the average for 30 different hides. The chart also shows the variation in tensile strength which results from cutting the sample perpendicular or parallel to the backbone.



CHARMOOZ

THE PERFECT SUEDE LEATHER

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The *"natural"* lining
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Natural Sheepskins

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TANNERIES IN MILWAUKEE AND CHICAGO

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CHICAGO MILWAUKEE BOSTON



"NO BREAKAGE TO BACK SEAMS"

"NO DISTORTION OF TOP LINES"

"EASIER ON OPERATOR"

"KEEPS SHOES IN BETTER SHAPE"

"SAVINGS HELP PAY LAST COSTS"

that's what
users say about
SLIDE-O-MATIC
the revolutionary last
that really shortens!

What shoe manufacturer hasn't wanted a last that would remove quickly, easily... eliminate strained and broken back seams and bindings... make last insertion in pre-fitted uppers rapid and easier on the operator... simplify and speed up relasting? Now such a last is available in Slide-O-Matic and here's what present users have to say:

"Since using the Slide-O-Matic, we find absolutely no distortion of top lines and no breakage or damage to back seams."

"The last makes it possible for an individual of not too great strength to operate the machine."

"The last speeds up last pulling to a considerable degree."

"We find that it is much easier to hold a tight top line with Slide-O-Matic than with the old conventional hinge. In fact, it seems to keep the shoes in better shape all the



Slide-O-Matic is shortened without effort on a simple treadle operated machine.



No notch in the cone, no opening in the bottom of Slide-O-Matic gives unbroken supporting surface for proper settling of material to the wood... aids shape retention.

way through. Without it, relasting would be practically a hopeless job for us."

Every Slide-O-Matic user reports benefits which have improved his production, speeded his lasting operations or controlled his costs. For example, manufacturers of slip-lasted shoes can shorten the last, turn platform covers and reclose the last faster than by any other technique.

What Slide-O-Matic is doing for many types of shoe making, it can do for *you*. Write for literature or ask your United Last representative to call.

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LARGE NEW YORK JOBBERS, rated over \$100,000 in first column, are now seeking to take on regular commission lines of leather and sundry items.

We have a staff of five salesmen calling on N. Y., N. J., Conn. and Penn. Territory.

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WANTED: Horse shanks and steer bellies in the salted or pickled state. Submit offerings to:

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A new women's shoe mfg. firm established since 1945, good reputation, wishes to become affiliated with an American firm making a good cementing process with good styles and good fitting. Will use same styles and patterns and carry its last; pay a duty on each pair sold in Canada. Write Box X-11, Leather and Shoes, 300 W. Adams St., Chicago, Ill.

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SOUTH AMERICAN TANNERY making industrial and high-grade finished leather for shoe and fancy manufacturing is looking for a well organized sales agency in U. S. A.

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WE BUY emptied wooden barrels and steel drums at any point. Please write for quotations.

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Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

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For Sale at Low And Attractive Prices

Wool Blanket Ends
Wool & Cotton Blanket Ends
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Canton Flannel Full Stock, also
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Imitation Leather Full Stock and Remnants
All Kinds & Colors & Weights
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Felt — Rolls — Shorts — Remnants

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We Just Keep Moving Our Stock.
Take Advantage of Our Low Prices.
Be One of Our Satisfied Customers.

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Write for Your Needs — We Will Reply
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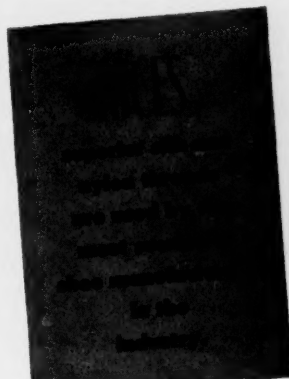
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WANTED: Experienced work glove foreman who can help to install a work glove shop, to break in the stitching help, and to take full charge of production. Must be fully experienced on various styles of split and horsehide gloves. Send full details regarding past experience and if free to locate in any part of the country. Address A-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



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Coming Events

Feb. 4-6, 1951—First 1951 Shoe Showing sponsored by Shoe Travelers Association of Chicago. Morrison Hotel, Chicago.

March 4-7, 1951 — Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont-Plaza, New York.

March 6-7, 1951 — Fall Leather Show. Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 22-24, 1951 — Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association. Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Aug. 21-22, 1951 — Official Opening of Retailers Association. Palmer House and American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe other hotels, Chicago.

Deaths

Clarence Walker

... 64, shoe sole and counter manufacturer, died Jan. 6 at Hale Hospital, Haverhill, Mass. Walker owned and operated Clarence Walker Co., Haverhill manufacturer of soles and counters, until his retirement five years ago. He had lived in Haverhill for the past 60 years. He was active in organizational affairs. His wife, Bertha A., survives.

William T. Fraher

... 57, shoe superintendent, died Jan. 5 at South Shore Hospital, Weymouth, Mass., after a sudden heart attack. He was superintendent of the Packard division of Knapp Bros. Shoe Mfg. Corp., Brockton. Previously he had served as superintendent at various South Shore shoe plants and was well-known in the trade. A veteran of World War I, he was a member of the American Legion. He leaves his wife, Fannie; and a sister, Mrs. George Collins.

Arthur L. Evans

... 70, shoe executive, died Jan. 11 at his home in Wakefield, Mass. He was general manager of L. B. Evans' Son Co., leading slipper manufacturer located in Wakefield. Evans lived in the town all his life, graduating from Wakefield High School. He entered the slipper firm, now in the Evans family for five generations, some 51 years ago. After working in various departments, he became treasurer on the death of his father and later was named general manager, a position he held for many years.

Evans was also president of the Wakefield Savings Bank for the past 15 years. He leaves his wife, Marion T.; three sons, Harvey B., George J., and Malcolm T.; a brother, Percival B.; and nine grandchildren.

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DAVIS LEATHER INC.

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R. A. Brea—Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

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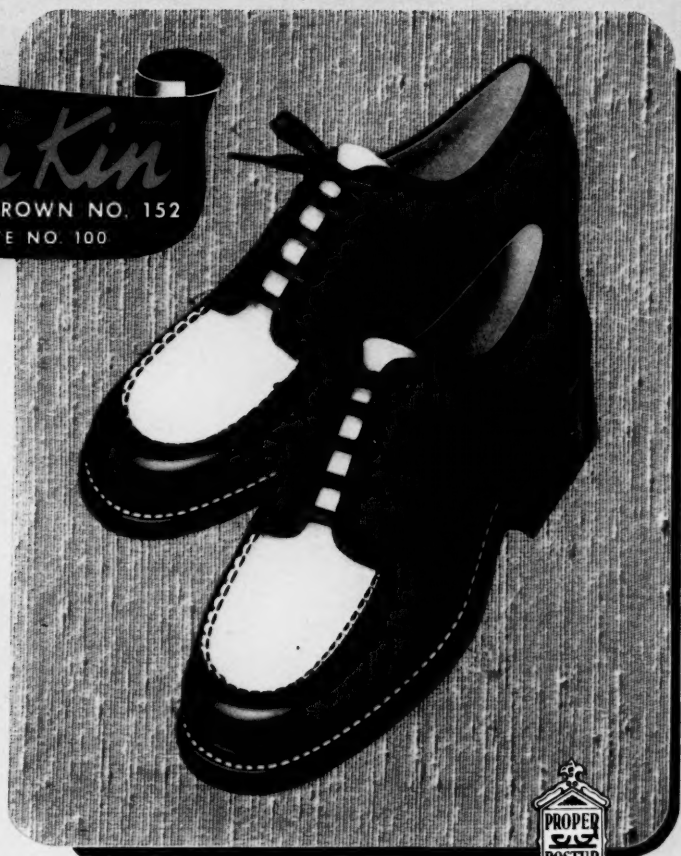
BOSTON—Bergman & Brookhouse, 112 Beach St.
ST. LOUIS—Geo. J. Bucher, 1802 Locust St.
MILWAUKEE—H. I. Stewart, 918 North 4th St.
SOUTHWESTERN STATES—O. B. Dahm Co.,
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Child's, Misses and Growing Girls

KIN KIN . . . Rueping's popular full grain leather
... means clean, economical cutting—easy handling
—and exceptional beauty in the finished shoe . . .
Today, as always, Kin Kin reflects fine character and
outstanding value in juvenile footwear.

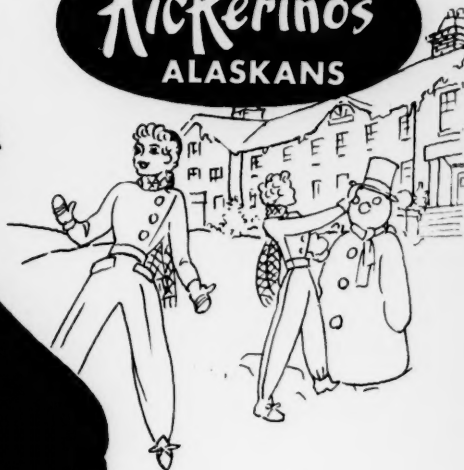
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Samples and prices on request

DAWHIDE LACES
WILL NOT...

- absorb moisture
- freeze
- crack
- fray
- shrink
- stretch
- AND WILL OUTWEAR
OTHER LACES



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